

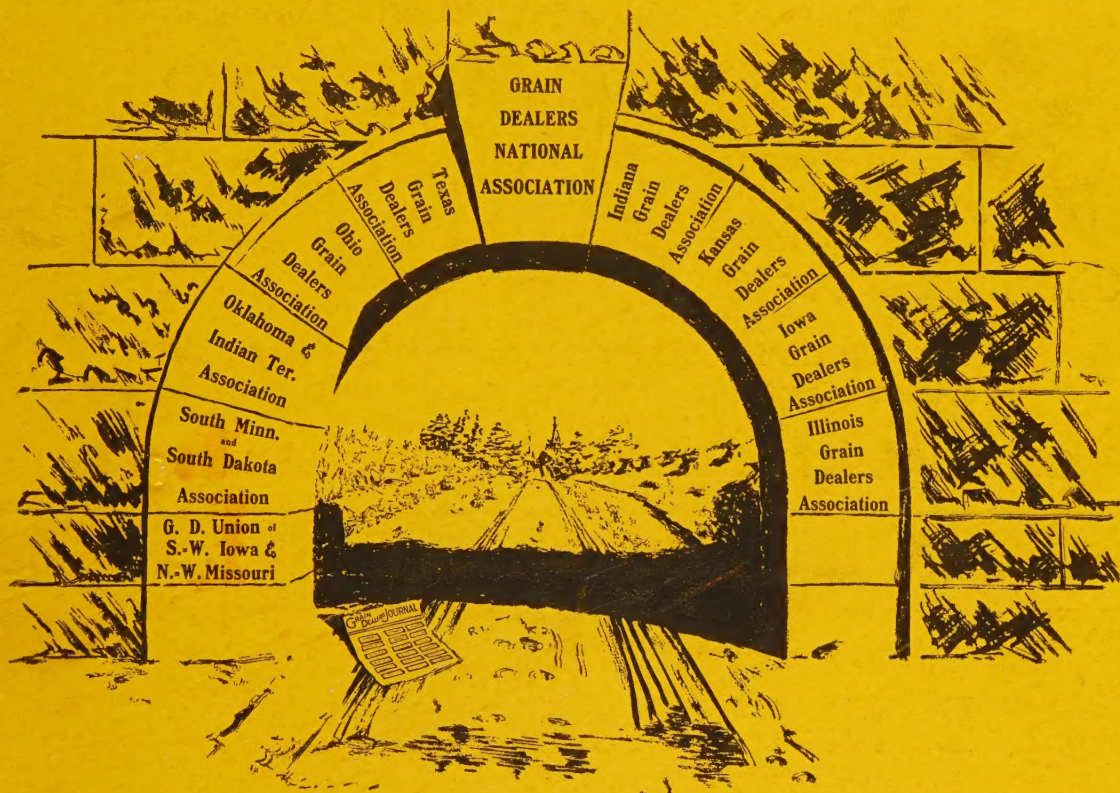
The Daily GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. IX. No. 8.

PEORIA, ILLINOIS, OCTOBER 2, 1902.

FIVE CENTS PER COPY.
ONE DOLLAR PER YEAR.



The Only Way.

THE DAILY GRAIN DEALERS JOURNAL

Published during this meeting, is free to regular subscribers. Others can get it by subscribing for the semi-monthly Grain Dealers Journal, which is published on the 10th and 25th of each month for \$1 per year. You can not afford to try to do a grain business without it. Subscribe today.

GRAIN DEALERS JOURNAL, 255 La Salle St., Chicago, Ill.

ESTABLISHED 1865.

L. EVERINGHAM & Co.,
COMMISSION MERCHANTS,
Suite 80, Board of Trade, CHICAGO.

SPECIALTIES:

The Selling of **GRAIN AND SEEDS** of all kinds by **SAMPLE**.
Consign your shipments to us and thus realize

BEST POSSIBLE PRICES AND PROMPT RETURNS.

Our long experience (Established 1865) and wide acquaintance with all channels of trade, enables us to place consignments at highest prices.

BRANCH OFFICES:

Consignments can be made directly in our name to MINNEAPOLIS, MILWAUKEE, ST. LOUIS, and PEORIA. Address all drafts, letters, etc., to us at CHICAGO, our central office, and thus have but one account.

Being members of the Iowa, the Illinois, the Indiana, the South Dakota and South Minnesota Grain Dealers Associations, and all other affiliated associations of the National, our sympathies are with those who have put their money into elevators and warehouses. We do not post or solicit consignments from farmers or scoop-shovelers. Correspondence solicited.

CARRINGTON, PATTEN & CO.,

Successors to Carrington, Hannah & Co.,

COMMISSION MERCHANTS
AND SHIPPERS OF GRAIN

6 Sherman Street.

...CHICAGO

Execute orders for the purchase or sale of Grain and
Provisions for future delivery on margins or for cash.

SPECIAL ATTENTION TO CONSIGNMENTS.

W. H. BARTLETT
F. P. FRAZIER
H. H. PETERS
H. E. RYCROFT
C. B. PIERCE

CABLE ADDRESS "BARFRAZ"

Bartlett, Frazier & Co.

Members of
Chicago Board of Trade
New York Stock Exchange
New York Produce Exchange
New York Coffee Exchange
Chicago Stock Exchange
Liverpool Corn Trade Ass'n.
New York Cotton Exchange
Milwaukee Chamber of Com.

GRAIN, PROVISIONS, STOCKS

BONDS AND COTTON

WESTERN UNION BUILDING

128-148 Jackson Street

CHICAGO, ILL.

Telephones Harrison 1717-1718-1719

H. L. KARRICK.

C. E. GRAY.

H. S. WILLIAMS

Karrick, Gray & Williams,

GRAIN COMMISSION,

MEMBERS

CHICAGO MILWAUKEE
ST. LOUIS
MINNEAPOLIS DULUTH

SUITE 40, BOARD OF TRADE,
CHICAGO.

H. L. Karrick

S. G. Williams

A. R. Gardner

R. J. Healy

J. L. Swanton

HENRY KARRICK CO.

GRAIN COMMISSION

MEMBERS

MINNEAPOLIS MILWAUKEE
CHICAGO
DULUTH ST. LOUIS

CHAMBER OF COMMERCE,

MINNEAPOLIS

and DULUTH

E. W. BAILEY & CO.

COMMISSION MERCHANTS

GRAIN, SEEDS and PROVISIONS

**72 BOARD OF TRADE
CHICAGO**

We are represented at this meeting by our Mr. A. E. Wood, who would be pleased to meet all regular grain dealers.

BENTLEY-JONES GRAIN CO. Grain Commission Merchants

73 and 74 Board of Trade, - - - - CHICAGO
Consignments and orders for future delivery solicited.
None will serve you better.

Officers of National and Affiliated Associations.

The officers of the national and its affiliated associations are as follows:

Grain Dealers National Association:
Pres., B. A. Lockwood, Des Moines, Ia.;
1st vice-pres., T. P. Baxter, Taylorville,
Ill.; 2d vice-pres., H. S. Grimes, Ports-
mouth, O.; sec'y and treas., Geo. A.
Stibbens, Chicago, Ill. Directors: Arthur
R. Sawers, Chicago, Ill., Jay A. King,
Nevada, Ia.; D. Hunter Hamburg, Ia.; L.
Cortelyou, Muscotah, Kan.; J. A. Carden,
Winfield, Ia.; J. P. Harrison, Sherman,
Tex.; F. D. Stevens, Purcell I. T.;
Thomas Costello, Maroa, Ill.; J. W. Mc-
Cord, Columbus, O.; E. A. Grubbs,
Greenville, O.; A. W. Loughry, Monticello,
Ind.; I. B. Newman, South Mil-
ford, Ind.; C. M. Barlow, Kokomo, Ind.;
James Wellington, Anderson, Ind.

Iowa Grain Dealers Association: Pres.,
Jay A. King, Nevada; Sec'y and Treas.,
Geo. A. Wells, Des Moines.

Illinois Grain Dealers Association:
Pres., H. N. Knight, Monticello; Sec'y
and Treas., H. C. Mowry, Forsyth.

Indiana Grain Dealers Association:
Pres., E. H. Wolcott, Wolcott; Sec'y and
Treas., S. B. Sampson, Indianapolis.

Ohio Grain Dealers Association: Pres.,
H. S. Grimes, Portsmouth; Sec'y and
Treas., J. W. McCord, Columbus.

Southern Minnesota and South Dakota
Grain Dealers Association: Pres., J. L.
McCaull, Minneapolis; Sec'y and Treas.,
C. A. May, Minneapolis.

Grain Dealers Union, S.-W. Iowa &
N.-W. Missouri: Pres., D. Hunter,
Hamburg, Ia.; Sec'y and Treas., G. A.
Stibbens, Chicago, Ill.

Kansas Grain Dealers Association:
Pres., L. Cortelyou, Muscotah; Sec'y and
Treas., E. J. Smiley, Topeka.

Oklahoma and Indian Territory Grain
Dealers Association: Pres., D. McKins-
try, Perry; Sec'y and Treas., C. T. Prou-
ty, Kingfisher, Okla.

Texas Grain Dealers Association:
Pres., G. J. Gibbs, Clifton; Sec'y and
Treas., H. B. Dorsey, Weatherford.

C. B. VAN NESS.

L. B. WILSON.

VAN NESS & WILSON,

Commission Merchants.

GRAIN AND PROVISIONS,

609 and 610 Rialto Building,

CHICAGO.

Solicit Your Account.

Members Chicago Board of Trade.

Reference Corn Exchange National Bank.

KINGSLEY McCALLUM & CO.
Hay and Grain Brokers
JACKSONVILLE. : FLA.
 Quote prices f. o. b. your track with rate to East
 St. Louis or Memphis, on Hay, Corn and Oats.

SETH CATLIN
OFFICIAL GRAIN SAMPLER
 423 Rialto Bldg., CHICAGO, ILL.
 Member Chicago Board of Trade.
 Orders solicited for inspecting grain at Chicago,
 Duluth, Manitowoc, Washburn, Buffalo, Milwaukee,
 Toledo and Cleveland.

W. H. SMALL & CO.
 RECEIVERS AND SHIPPERS
GRAIN, SEEDS AND HAY,
 Office, 7 and 9 Upper 1st Street,
 EVANSVILLE, IND.
 Warehouses, Belt R.R., cor. Penna. & Bellevue Sts.

JOHN WEST & CO.,
 (ALBERT L. WEST)
COMMISSION MERCHANTS,
 Grain, Seeds, Provisions.
 604 Royal Ins. Bldg.,
 Phone Harrison 685. CHICAGO.

Established 1854.
IRWIN, GREEN & CO.

*Commission Merchants,
 Grain Receivers and Shippers,*

*128-131 Rialto Building,
 Adjoining Board of Trade,*

Chicago.

*Our market letter will be mailed on application. Let us hear from you whether
 you are trading or not.*

S. A. SCRIBNER

JAMES CRIGHTON

F. D. AUSTIN

SCRIBNER, CRIGHTON & CO.

COMMISSION MERCHANTS

GRAIN, SEEDS AND PROVISIONS

401-2-3 Royal Insurance Bldg.

CHICAGO

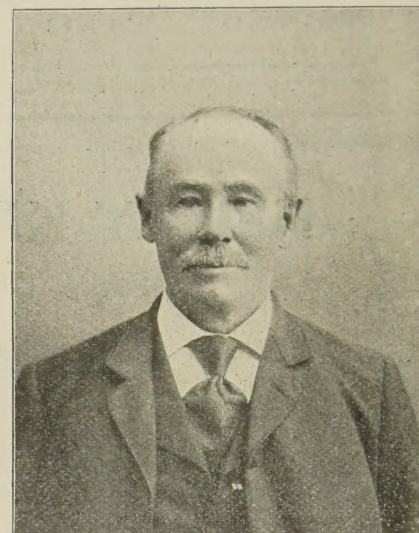
Special Attention to Consignments

The Program.

THURSDAY, OCTOBER 2, 10 A. M.
 Report of Auditing Committee.

Report of Executive Committee,
 Amendments and Changes of Constitu-
 tion and By-Laws.

Repeal of Duty on Canadian Grain—J.
 L. McCaull, President Minnesota and
 South Dakota Association, Minneapolis,
 Minn.



H. C. Mowry, Secretary Illinois Association

Why All Receivers Should Support the
 National Association—W. T. McCray,
 Kentland, Ind.

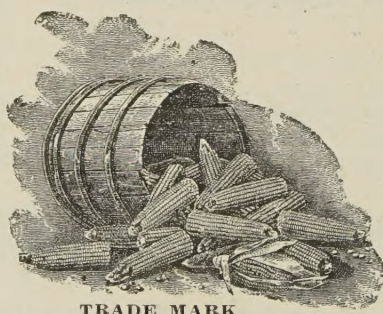
The Future Grain Trade of the Cana-
 dian Northwest—Frank O. Fowler, Sec'y
 Northwestern Grain Association, Winne-
 peg, Man.

State and National Arbitration—Jay A.
 King, President of the Iowa Association,
 Nevada, Ia.

GEO. H. PHILLIPS

**Commission
 Merchant**

**CONSIGNMENTS
 SOLICITED**



**Grain,
 Provisions
 and Seeds**

**WRITE
 FOR MY DAILY
 MARKET LETTER**

ORDERS FOR FUTURE DELIVERY EXECUTED ON MARGINS
231-235 Rialto Bldg., Chicago.

My daily and weekly market letters are published in full in the Chicago Evening Post, also the Chicago Evening Journal. Will
 send either paper, free of charge, to anyone interested in the market.

GEO. R. NICHOLS, Prest.

C. N. WHEELER, Treas.

GEO. A. SEAVERN, JR., Vice-Pres. & Sec'y.

ALTON GRAIN COMPANY,

Successor to GEO. A. SEAVERN.

GRAIN AND PROVISIONS

RECEIVERS, SHIPPERS, EXPORTERS.

ORDERS FOR GRAIN, SEEDS AND PROVISIONS FOR FUTURE DELIVERY EXECUTED ON MARGINS.

Cable Address "SEAVERN."

134-140 Rialto Building, CHICAGO.

The Program.

(Continued.)

THURSDAY AFTERNOON, 2 P. M.

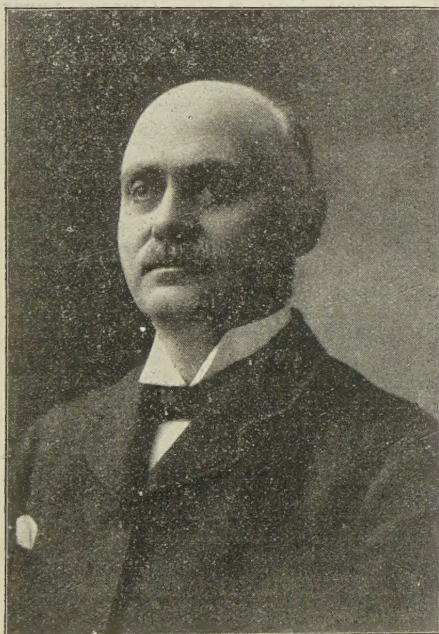
Uniform Inspection of Grain—John O. Foering, Ex. Ch. Gr. Inspector, Philadelphia, Pa.

Grain Corners—F. O. Paddock, Toledo, Ohio.

Hedging Against Cash Grain—Homer H. Peters, Chicago, Ill.

Why Track Bidders Should Confine Their Purchases to Regular Grain Dealers—W. S. Washer, Atchison, Kan.

Inspection Departments Operating Under State Laws Should Be Placed Under Civil Service Rules—S. W. Yantis, Buffalo, N. Y.



H. H. Peters, Chicago, Author of Paper, "Hedging Against Cash Grain."

FRIDAY, 10 A. M.

Improved Weighing Methods at Terminals—William B. Harrison, St. Louis, Mo.
Mutual Fire Insurance—C. A. McCotter, Indianapolis, Ind.

Report of Committee on Resolutions.

Election of Officers.

Miscellaneous Business.

All possible time will be given for discussion immediately after each address.

Adjournment.

Meeting of new Board of Directors.

GOEMAN GRAIN CO.

CHICAGO, ILL.

Grain Dealers and Proprietors of
Mansfield, Ohio, Elevator.

ESTABLISHED 1879

WARNER & WILBUR

COMMISSION MERCHANTS

GRAIN, SEEDS and SCREENINGS A SPECIALTY

WE SOLICIT YOUR CONSIGNMENTS and ORDERS IN FUTURES
SATISFACTORY REFERENCES FURNISHED

417-419 Royal Insurance Building

CHICAGO

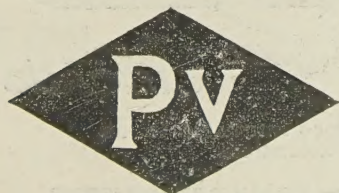
ESTABLISHED 1862

Weare Commission Company

Grain, Seeds and Provisions,
Stocks, Bonds and Securities

Old Colony Building
CHICAGO

Private wires to all points



PEAVEY GRAIN CO.

Receivers and Shippers

COMMISSION

79 BOARD OF TRADE

CHICAGO

Gerstenberg & Co.Commission
Merchants253-261 La Salle Street
Chicago, Ill.We solicit your consign-
ments of GRAIN & SEEDS**YOUR INTERESTS**In the
CHICAGO MARKET
will receive
most careful
attention if
placed with us.
Try it!**W.F. JOHNSON & CO.**

59 Board of Trade.

Write for our Daily Market Letter.
Consignments and Correspondence Solicited.

1852—1902

J. H. DOLE & CO.(ESTABLISHED IN 1852)
COMMISSION MERCHANTSGRAIN . FLOUR
PROVISIONS

226 La Salle Street, CHICAGO

We solicit your speculative
accounts and

CONSIGNMENTS of GRAIN

Geo. S. DOLE, Pres. H. N. SAGER, Sec.

H. D. Wetmore & Co.Commission
Merchants

Grains, Seeds and Provisions

633 Rialto Building
CHICAGO

CONSIGNMENTS SOLICITED

H. HEMMELGARN

Tel. Harrison 833

P. H. SCHIFFLIN

H. Hemmelgarn & Co.

Commission Merchants

Consignments and Orders in Futures Solicited

Rooms 315-16-17-18 Rialto Building
CHICAGO

MINNEAPOLIS

ST. LOUIS

MILWAUKEE

L.H. Hanson & Co.
GRAIN & PROVISIONSLONG DISTANCE TEL. 54-55-56 BOARD OF TRADE
HARRISON 1925 CHICAGOConsignments and future orders intrusted to us
will receive the best attention.

H. M. PAYNTER IN CHARGE OF CASH GRAIN DEPARTMENT.

Members Chicago Board of Trade.

Receivers Membership Roll.Since one year ago the names of a num-
ber of receivers have been added to the
list of regular members which follows:

ALBANY, N. Y.: Durant & Elmore Co.

ATCHISON, KAN.: Greenleaf-Baker
Grain Co.

ATLANTA, GA.: Geo. W. Brooke.

ATLANTA, IA.: L. T. Spangler.

BALTIMORE, MD.: C. P. Blackburn &
Co., Thos. H. Botts & Co., Thos. S. Clark
& Sons, Chas. England & Co., C. A. Gam-
brill Mfg. Co., Gill & Fisher, Hammond &
Snyder, G. A. Hax & Co., the Wm. Hopps
Grain & Hay Co., Kirwin Bros. Grain Co.,
John C. Legg & Co., Leishear, Boyd & Co.,
J. A. Loane & Co., Louis Muller Co., Pitt
Bros. Co.BATTLE CREEK, MICH.: McLane,
Swift & Co.BOSTON, MASS.: Geo. F. Reed, Thos.
Ronald.BUFFALO, N. Y.: W. W. Alder, Pratt
& Co., Henry D. Waters, S. W. Yantis.CAIRO, ILL.: H. L. Halliday Milling
Co.

CARROLL, IA.: J. R. Whitney.

CHARLOTTE, N. C.: Adams Grain &
Provision Co.CHICAGO, ILL.: Bartlett, Frazier &
Co., Calumet Grain & Elevator Co., Chas.
Counselman & Co., S. W. Edwards &
Son, Eschenburg & Dalton, L. Evering-
ham & Co., Sam Finney, W. A. Fraser
Co., Gerstenberg & Co., Glucose Sugar
Refining Co., Goemann Grain Co., Hem-
melgarn & Co., Hulburd, Warren & Co.,
W. F. Johnson & Co., Karrick, Gray &
Williams, Lasier & Hooper, McReynolds
& Co., L. H. Manson & Co., Merrill &
Lyon, W. H. Merritt & Co., Mueller &
Young Grain Co., W. R. Mumford Co.,
Northern Grain Co., Nye & Jenks Grain
Co., Peavey Grain Co., Pope & Eckhardt
Co., Pratt & Buckley, Richardson & Co.,
Rosenbaum Bros., Rumsey & Co., J. Ro-
senbaum Grain Co., Scribner, Crighton &
Co., Geo. H. Sidwell & Co., Fred D. Ste-
vers & Co., the Illinois Seed Co., Van
Ness & Wilson, Ware & Leland, Warner
& Wilbur, E. W. Wagner, Weare Com-
mission Co., John West & Co., H. D. Wet-
more & Co., Wright & Taylor, Young &
Nichols.CINCINNATI, O.: Collins & Co., Gale
Bros., Early & Daniel, the Van Leunen
Co.CLEVELAND, O.: Cleveland Grain
Co.COLUMBUS, O.: Jas. P. McAlister &
Co., Tingley Bros., McCord & Kelley.

DAYTON, O.: Shæffer & Boroff.

DECATUR, ILL.: Burks Grain & Ele-
vator Co., Pratt & Co., Suffern, Hunt &
Co.DES MOINES, IOWA: Des Moines
Elevator Co., W. F. Morgan, M. T. Rus-
sell.FOSTORIA, O.: The Isaac Harter Co.
(P. O., Toledo).FRANKFORT, IND.: Frankfort Grain
Co.

Receivers Membership Roll.

(Continued.)

GREENVILLE, O.: E. A. Grubbs Grain Co.

INDIANAPOLIS, IND.: F. M. Murphy & Co.

JACKSONVILLE, FLA.: Kingsley McCallum & Co.

LA CROSSE, WIS.: W. W. Cargill Co.

LAFAYETTE, IND.: Jno. Ross & Co.

LITTLE ROCK, ARK.: T. H. Bunch.

LOUISVILLE, KY.: H. Verhoeff.

MEMPHIS, TENN.: Choctaw Mill & Elevator Co., Davis & Andrews, T. B. Jones & Co., Shanks, Phillips & Co., John Wade & Sons, Webb & Maury, Williams-Fitz Hugh Co.

MILWAUKEE, WIS.: E. P. Bacon & Co., L. Bartlett & Son Co., Franke Grain Co., Milwaukee Elevator Co

MINNEAPOLIS, MINN.: Great Western Elevator Co., F. H. Peavey & Co., Way-Johnson-Lee Co., Van Dusen-Harrington Co.

NASHVILLE, TENN.: J. H. Wilkes & Co.

NEW ORLEANS, LA.: B. F. Glover & Son.

NEW YORK, N. Y.: Edson & Keen.

PEORIA, ILL.: T. A. Grier & Co., Frank Hall & Co., P. B. & C. C. Miles, Tyng, Hall & Co., Van Tassell & Bunn.

PHILADELPHIA, PA.: M. F. Baringer, E. L. Rogers & Co., A. Judson Stites, S. C. Woolman & Co.

PITTSBURG, PA.: R. D. Elwood & Co.

PITTSBURG, PA.: C. A. Foster, R. S. McCague, D. G. Stewart.

ST. JOSEPH, Mo.: Harroun Elevator Co.

ST. LOUIS, MO.: R. M. Adams Annan, Burg & Co., Ballard, Messmore & Co., Daniel P. Byrne & Co., Connor Bros. & Co., Dayton-Wooster Grain Co., Eaton, McClellan & Co., Funsten Bros. & Co., G. L. Graham & Co., Jno. E. Hall Commission Co., W. B. Harrison Grain Co., Harry Hunter (with Chris Sharp Commission Co.), Langenberg Bros. & Co., Thos. K. Martin (with W. L. Green Com. Co.), Martin J. Mullally (with Jno. Mullally Com. Co.), Nanson Commission Co., O. A. Orvis (with Bartlett Com. Co.), Parrott-Baxter Grain Co., Picker & Beardsley, Siemers & Chisholm, John Wahl Com. Co., P. P. Williams Grain Co., Wright Grain Co.

ST. PAUL, MINN.: Edwards, Wood & Co.

TOLEDO, O.: C. A. King & Co., Reynolds Bros., W. A. Rundell & Co., J. F. Zahm & Co.

TYRONE, PA.: Jno. H. Miller.

VINCENNES, IND.: R. J. Greenhow.
WASHINGTON, D. C.: S. S. Daish & Sons.

W. H. MERRITT & CO. Grain Buyers & Shippers

CORRESPONDENCE SOLICITED.
234 La Salle St., CHICAGO, ILL.

**SAM
FINNEY**
WITH
CHURCHILL & Co.,
Commission Merchants,
715 Board of Trade
CHICAGO,
ILL.

My Personal attention given consignments Your orders for cash and futures solicited

Armour Grain Co.

DEALERS IN

G R A I N

205 La Salle St.

CHICAGO, ILL.

WRITE FOR OUR DAILY MARKET LETTER

J. H. WARE
E. F. LELAND

CONSIGN
YOUR GRAIN AND SEEDS AND
SEND YOUR ORDERS TO

WARE & LELAND

200-210 Rialto Building,
CHICAGO.

For GRAIN, PROVISIONS,
STOCKS AND
COTTON.

YOUR INTERESTS ARE OUR INTERESTS.

WEST CHESTER, PA.: James L. King.

WINNIPEG, MAN.: Frank O. Fowler, secretary Northwest Grain Dealers Association.

Lowell Hoit & Co.
Commission
Grain Hay & Seeds
211 Royal Insurance Bldg.
Chicago

W. R. Mumford, Pres. Clarence H. Thayer, Sec. & Gen. Mgr.

W. R. MUMFORD CO. Grain, Seeds, Hay & Millstuffs

CONSIGNMENTS AND ORDERS
FOR FUTURE DELIVERY SOLICITED

Main Office:

528-532 RIALTO BUILDING, CHICAGO.

Minneapolis, 23 Chamber of Commerce.

Milwaukee, 113 Michigan Street.

Cedar Rapids, Ia., 225 1st Ave.
St. Louis, 60 Laclede Bldg.

Kansas City, 605-606 Board of Trade.

Duluth, 518 Board of Trade.

MEMBERS DIFFERENT EXCHANGES.

Daily Market Letter Mailed Free on Application.

E. W. WAGNER

Commission

GRAIN, SEEDS, and PROVISIONS

99 Board of Trade
CHICAGO

Your Business Solicited

YOU WANT GOOD RESULTS
I CAN GIVE YOU SAME

James P. Smith & Co.**Grain Merchants**

643 Rialto Building Chicago

**CONSIGNMENTS
SOLICITED**Orders in futures carefully
executed

ESTABLISHED 1886.

Mueller & Young Grain Co.

Successors to

H. MUELLER & CO.**GRAIN MERCHANTS,**

Specialties:

BARLEY AND OATS.

Telephone H. 2795.

2 Sherman Street,

CHICAGO.**F. E. WINANS****Commission Merchant**

Grain and Field Seeds

No. 6 Sherman Street, CHICAGO

Write us freely on all matters pertaining to Grain and Field Seeds. Your questions fully and cheerfully answered. Particular attention paid to Timothy and Flax Seed. Speculative orders will receive our careful personal attention.

Secretary's Report.

Mr. President, and Members of the National and Affiliated Associations:

It gives me great pleasure to report to you that the Grain Dealers National Association has had its share of the prosperity that prevailed universally throughout this great country of ours during the past year.

This assembly of representative grain men from all sections of the country augurs well for this organization and certainly means that the trade realize that in union there is strength. This great throng in convention assembled, represents a business, so great in the aggregate, that the average mind fails to comprehend the great possibilities and achievements that are in store for this Association.

ARBITRATION.—One year ago at the Des Moines convention, arbitration rules were adopted for the purpose of avoiding expensive litigation, and adjusting trade differences and all members of the National and affiliated Associations, are now availing themselves of this feature, and it is proving very satisfactory, and, I believe, before another year passes by, that all members of the Associations will take advantage of the arbitration plan now in force. Already sixty-five receivers and track buyers who hold membership in the National have gone on record to the effect, that they would not do business with any man who would refuse to arbitrate a trade difference and I am positive that inside of another year, every receiver who is a member of this Association will decline, to do business with such men and as a loyal supporter of a united grain trade, will ignore in a business way, anyone who is so unfair as to refuse to submit a difference to arbitration. Our committee have recently rendered a decision on a case appealed from the Iowa Grain Dealers Association and have two other cases pending that have been taken up direct with the National Association. Association work has revolutionized the grain trade and you all know that settlement of differences by arbitration, was unknown a few years ago, but arbitration between members of associations can be enforced by methods that have been adopted by the various organizations, and the person or persons, who refuse, will be placed in a very uncomfortable position.

INSPECTION YARDS.—In May last, I made personal investigation of the inspection yards in the city of Chicago and found that the helpers of the track inspectors were ruthlessly mutilating the boards nailed over grain doors, thereby causing annually a loss of thousands of bushels of grain to the country ship-

pers. This matter was promptly taken up with the Railroad and Warehouse Commission of Illinois, calling attention to the carelessness of their track inspectors and, on July 1st, a rigid rule, prohibiting the unnecessary mutilation of grain doors, was adopted by the Chicago Inspection Department. The Chief Grain Inspector and the official samplers inform me that this rule has been fairly well enforced and has caused a noticeable improvement. It must, however, have the constant attention of these officials, in order to secure proper results.

POLICE PROTECTION OF RAILROAD YARDS.—Also in the month of May I made a similar investigation of the railroad yards in Chicago, where grain is stored, and found several yards that had no proper police protection. I took up the matter with the railroad officials and, through our efforts, watchmen were placed in the Chicago Junction Yards at Hammond, Michigan Central Yards at Hammond and Grand Trunk Yards at Harvey. A number of arrests were made at Hammond the first day the watchmen were in these yards.

The railroads that still have yards and tracks not properly policed are the Belt and the Illinois Central Railroads. I desire to state, however, that these roads have competent watchmen in some of their yards. Their excuse for not protecting certain yards owned by them is that they do not store grain in them, but after receiving this information, I visited these particular yards on two different occasions and found cars of grain stored therein and also found cars of grain with seals broken and doors open. You will understand that it was impossible for me to be mistaken since I could examine the contents of the cars which stood on the tracks with open doors and contents exposed to the tender mercies of all thieves who live near some of these isolated yards.

As a matter of fairness and justice to the country shippers, the Chicago market and other railroads, these two roads are in honor bound to protect property placed in their care and the matter never will be dropped until they properly police every yard they store grain in.

I desire to state that the Board of Trade Weighing Department of Chicago has co-operated with me in all instances where it was necessary to bring pressure to bear to remedy existing evils. The Chicago Board of Trade Weighmaster and his Assistants have the moral courage to champion the cause of right and are ever ready to lend assistance of the Department in bringing about a better state of affairs. The Weighing Department of the Chicago Board of Trade could be made more efficient if the revenue of that

MAKE TRACK
BIDSBUY AND SELL FOR
FUTURE DELIVERY

FOR THAT TIRED
LASIER & HOOPER
102 & 103 Rialto Bldg.
GRAIN
Chicago, Ill.
Receivers & Shippers

SELL
CONSIGNMENTSMAKE
QUICK RETURNSW. S. Warren, Pres. Charles H. Hulburd, Treas.
A. C. Davis, Vice Pres. C. J. Northup, Sec'y.
Jno. Gillies, Ass't Treas.

Capital, \$250,000. Surplus, \$50,000.

**HULBURD,
WARREN & CO.**
COMMISSION MERCHANTS,

Grain and Provisions,

47 Board of Trade, CHICAGO.

DIRECTORS:

Charles H. Hulburd
A. C. DavisW. S. Warren
O. T. Hulburd
C. J. Northup

ESTABLISHED 1875

INCORPORATED 1898

J. A. EDWARDS & COMPANY

(MEMBERS CHICAGO BOARD OF TRADE)

Handlers of Hay, Grain and Seeds on consignments. Fill orders for future delivery and carry for cash.

Up-to-date Commission Merchants

Devoting their entire efforts to their customer's best interests. Examine our record for the past thirty years on the Chicago Board.

TRY US. IT WILL PAY YOU

Read our market letter and what the Wise Guy has to say. Sent free on request.

200 to 218 Royal Insurance Bldg.**CHICAGO, ILL.**

office were only sufficient to place extra men at elevators where it is necessary, so that they could place men both upstairs and down at the same time. This can only be brought about by making a nominal increase in the weighing fees. If it could be demonstrated to the Chicago Board of Trade, as I believe it can be, that country shippers of grain to that market are favorable to a small additional increase, I am sure the Board would make such a charge for the purpose of putting extra men at elevators where it shall be deemed necessary.

BREAKING CAR SEALS BY OFFICIAL SAMPLERS.—This matter was taken up with the officials of the Chicago Board of Trade and they notified me as follows: "Instructions have been given to all the official samplers of this Board that, in future when samples are taken from cars, the proper authorities (elevator people, when cars are in elevator yards; and railroad people, when cars are in railroad yards) be notified of the cars that were opened, in order that they might be properly sealed before leaving the yards. We greatly appreciate your efforts for the betterment of the conditions that have existed in the past, and we trust that in future you will co-operate with our committee in placing every safeguard around the detail work, in order that there may be no loss between the loading of cars and their unloading at destination."

Yours truly,

R. S. Worthington, Ass't Sec'y,
Chicago Board of Trade.

ST. LOUIS WEIGHTS.—The secretaries of the National and affiliated associations met in St. Louis something over a year ago and spent two days in that market, and during that time had two meetings with the members of the Merchants Exchange and one meeting with the Terminal Railroad Officials of that city. During that time they all became well informed in regard to the weighing proposition in that market.

Weights in St. Louis are governed both by state laws and city ordinances and politics has entered into the matter very largely much to the detriment of improved methods. It has been stated that the Merchants Exchange of St. Louis might become liable, should they undertake to establish supervision of weights under the same system that is now used in Chicago. The situation is further complicated by the fact that East St. Louis is in Illinois subject to Illinois state laws and receives considerable of the grain going to that market, but is handled by the members of the Merchants Exchange of St. Louis. The Merchants Exchange undertook to secure changes in the city ordinances that would allow them to supervise weights and not violate the law. One of the leading politicians of the city of St. Louis owns and controls several track and city scales and has not hesitated to use his political influence and prestige in the matter of weighing. As a result of the decision, that was brought out at the meeting of secretaries held in St. Louis, the associations finally took the stand and insisted that the Merchants Exchange establish a supervision of weights in that market, regardless of state law or city ordinance and we induced them to do so,

and such supervision was established on June 2, 1902. The Merchants Exchange has had a large undertaking to induce all of the elevators to consent to allow a supervisor to be placed in their elevators, this being the case with two or three firms operating elevators in East St. Louis and the Merchants Exchange was strongly opposed by the Illinois Railroad & Warehouse Commission which took steps to establish state weights at elevators in East St. Louis. The Merchants Exchange succeeded in establishing a supervision of weights in all terminal elevators in St. Louis and East St. Louis, except three elevators in East St. Louis and one in St. Louis proper, and there are five track scales, as I understand it, that are not under the supervision of the Exchange. Since the supervision of weights was established June 2, country shippers have been urged to demand settlements on St. Louis Merchants Exchange weight certificates but were met by the proposition from some of their commission firms that there were certain outlets for grain at St. Louis that could not be weighed under present circumstances under the supervision of the Exchange Bureau, and that these particular outlets would pay better prices than could be obtained under the supervision of the Exchange. This condition was not satisfactory and Secretary Wells of Iowa and myself spent the day, Saturday, September 6th, in St. Louis and had a meeting with the Weighing Committee of the Merchants Exchange and talked with a large number of the members of the board in general in regard to this proposition. The sentiment of the board is strongly in favor of establishing a supervision of weights, but there is a certain amount of indifference existing among the receivers in that market the same as in all markets, and the fact that receiving houses are not particular sufferers also gives chances for indifference. The members of the exchange stated candidly that on account of the jealousy that naturally existed between different firms it had been impossible for one firm to make a suggestion without meeting with some opposition from someone who might be personally unfavorable to the person making the proposition, and they freely stated that the National and State Associations would certainly have to give them assistance to bring the Weighing Bureau to general use in a way that would be practical for the best interests of both the St. Louis market and the country shippers.

While we were in St. Louis we succeeded in persuading two of the elevators to consent to Exchange supervision, and it was proposed that the track scales be placed under the supervision of the Merchants Exchange, to which proposition, I understand, the owner has consented. We desired that all grain be weighed in elevators instead of on track scales but decided for the present there was nothing to do except to establish a supervision over the four or five track scales that weigh grain to local points. We do not desire to antagonize receiving houses in St. Louis in this matter, as the majority of them are acting in good faith with the exception, possibly, of some indifference.

The shippers of grain to St. Louis and East St. Louis should positively demand that their grain be weighed under the supervision of the Merchants Exchange Weighing Bureau, which will, in my judgment, force the two or three elevators still refusing, to come into line, and, we believe, will overcome the opposition offered by the Illinois Railroad & Warehouse Commission. As I understand it, the Railroad & Warehouse Commission of the state of Illinois never made any move to place state weighers in elevators at East St. Louis until after the Merchants Exchange Weighing Bureau decided to supervise the weights on the east side of the river, and on account of the influence brought to bear upon the Railroad & Warehouse Commission they placed weighers in the elevators at East St. Louis and made no charges up to September 1st. The elevator operators were notified that

on and after September 1st, the state would collect weighing charges. The State Weighers of East St. Louis were notified on September 8th that certain parties would, from that time on, refuse to pay state weighing fees and they were advised by the chairman of the Railroad & Warehouse Commission of Illinois as follows:

"You are hereby notified that the Illinois Railroad & Warehouse Commissioners have appointed B. T. Bradley Chief Weighmaster at East St. Louis, Illinois, and W. T. Neigarte as Assistant Weighmaster at your elevator; as provided by the laws of the State of Illinois, Section 186 to 191 inclusive; and that said Weighmaster and Assistant by said laws have exclusive control of the weighing of grain and other property in your elevator, and you are hereby notified not to allow any other person or persons to participate in the weighing of such grain or other property in your elevator. Yours truly,

"JAMES A. NEVILLE, Chairman,
"R. R. & Warehouse Commission."

The above notification from the chairman of the Railroad & Warehouse Commission was brought about by a conference he had with the St. Louis Weighing Committee on September 12th, at which time the committee insisted that the Railroad & Warehouse Commission withdraw their weighers in order to give the Merchants Exchange Weighing Department control of the weighing in East St. Louis. The Weighing Committee notified Chairman Neville verbally that they would continue to supervise the weights in elevators in East St. Louis and would refuse to pay the state weighing fees, unless compelled to do so; and that the Railroad & Warehouse Commission could retain their weighers if they so desired. The weighing committee stated that they would not interfere with the state weighers. The Weighing Committee tried to ascertain from Mr. Neville what had induced the Railroad & Warehouse Commission to take the action they had, if they were requested to do so by the grain dealers of Illinois or by the Board of Directors of the Merchants Exchange of St. Louis, or the receivers of grain in St. Louis or by the members of the Merchants Exchange as a whole. His reply was, that the laws were on the statute books and they intended to enforce them. By considering carefully the notice given the elevator owners in East St. Louis by Chairman Neville we see that the Railroad & Warehouse Commission have assumed responsibility which they do not possess as a commission, since Mr. Neville stated in his notice that the State Weighmaster and Assistants, according to the laws of the state of Illinois, would have exclusive control of the weighing of grain and other property in the elevators and, mark you, they notified the elevators not to allow any other person or persons to participate in the weighing of such grain or other property. It is reasonable to conclude that the Railroad & Warehouse Commission of this state have undertaken to enforce laws that are not on the statute books. The Railroad & Warehouse Commission have even attempted to take charge of the weighing in private or class "C" elevators at St. Louis.

I am notified by the chairman of the Weighing Committee of the St. Louis Merchants Exchange that they have worked earnestly and arduously to secure control of the weighing and have met many obstacles. One of these obstacles is the opposition of a number of elevators to the idea of any person or persons other than their own employees participating in the weighing of grain, and these parties do not seem to see the justice of giving the shipper and owner, or receiver of grain, any rights in the premises. There seems to be no regular system of weighing barley in the St. Louis market and shippers of that particular grain are making vigorous demands of the receivers in that market for an improvement.

I present this matter for your careful consideration and not for the purpose of (Continued on page 360.)

W.W. Hunter,

SHIPPER OF GRAIN AND FEED,

64 Board of Trade,

Chicago.

3

SPECIALTY.—Filling orders for (car lots) Shelled Corn, Natural and Clipped Oats, Bran, Middlings, Mixed Feed, Hominy Feed, Red Dog Flour, Gluten Feed, O. P. Linseed Oil Meal, &c.

McCray, Morrison & Co.

KENTLAND, IND.

SHIPPERS
OF.....

CLIPPED AND
NATURAL OATS

Our Special Brand of White Oats is a favorite wherever tried.

Grain Warehouses at Kentland, Wolcott, Remington, Ind., and Effner, Ill.

I. P. RUMSEY

F. M. BUNCH

R. H. BUNCH

RUMSEY & COMPANY

(SUCCESSORS TO RUMSEY, LIGHTNER & CO.)

**COMMISSION MERCHANTS IN
GRAIN, PROVISIONS AND SEEDS
FOR CASH AND FUTURE DELIVERY,**

Main Office: 97 Board of Trade - CHICAGO

BRANCH OFFICES: Minneapolis, Milwaukee, Peoria
MAKE ALL DRAFTS ON MAIN OFFICE

Long experience, conservatism, careful and prompt attention to all business intrusted to us, are our claims
for your patronage. Always prepared to make advances on property.

W. A. Fraser.
O. E. Williams.Minneapolis.
Milwaukee.R. W. Carder.
L. B. DeForest.**W. A. FRASER CO.****Grain Commission.**

Consignments of grain and orders for future
delivery solicited.

Correspondence Invited.

714-715 Royal Ins. Bldg. CHICAGO**E. R. ULRICH & SONS**

SHIPPERS OF CHOICEST

**MILLING CORN, White and Yellow
(NO WHEAT)**

SPRINGFIELD - ILLINOIS
Elevators along the lines of the following
railroads in Central Illinois: Wabash, C.&A.,
I. C., C. P. & St. L., and Pawnee R. R.

BABCOCK & HOPKINS,Shippers of **RENSSELAER, IND..****CORN OATS** White and Mixed
RYE Chopped and Natural

Grain Warehouses at Rensselaer, Parr.
Fair Oaks and Rose Lawn, Ind.

We will buy your damp grain or dry it for you at a
very reasonable price and guarantee satisfactory
work. Correspondence Solicited.

Established 1861.

D. W. Ranlet,

708 Chamber of Commerce,

Boston, Mass.

Buyer of all kinds of

GRAIN.

Have a special department sell-
ing milling and off Wheat,
Rye, Barley, etc.

Now at Meeting in Peoria.**"RIGHT ABOUT FACE."**

IT is easy enough to sell grain here—for a price. Any-
body can do that, but to sell it right—to get the top
of the market for it, requires capability, persistence,
experience. We have that and more too. Send your grain
to us—and try us. We'll please you.

ROSENBAUM BROTHERS.**77 Board of Trade, CHICAGO, ILL.**

H. W. ROGERS

J. C. ROGERS

H. W. ROGERS & BRO.

GRAIN, SEED AND PROVISIONS

COMMISSION MERCHANTS

ROOMS 700 AND 701 ROYAL INSURANCE BLDG., CHICAGO

**SECOND-
HAND**

Shellers, Cleaners, Clippers, Scales, Feed
Mills, Steam Engines, Boilers, Gaso-
line Engines, Belting, Buckets, Con-
veyors or any other elevator mach-
inery can be bought or sold quickly
by placing an ad. in the "Wanted"
or "For Sale" columns of the

**GRAIN
DEALERS JOURNAL**

OF CHICAGO.
COSTS 15 CENTS PER LINE.

ESTABLISHED 1870.

CHAS. B. MORRIS & CO.

Commission Dealers in

HAY, STRAW, GRAIN AND FEED.

Warehouse, foot 131st St. NEW YORK, and alongside tracks
and Hudson River, N. Y. C & H. R. R.

Storage capacity, 125 cars. Prompt returns rendered on day of sale. Liberal advances
made on all consignments. Goods received via all railroads, billed lighterage free.

Members N. Y. Produce Exchange and National Hay Association.

REFERENCES:—The Hamilton and Corn Exchange Banks, New York; Dunn and Bradstreet's
Agencies.

Gas Engine Books

Operators of gasoline engines who encounter
difficulties in the care or operation of gas and
gasoline engines will find each of the following
books of great assistance.

THE PRACTICAL GAS ENGINEER,
by E. W. Longenecker, M. D., Price, \$1.00.

THE GAS AND GASOLINE ENGINE,
by Norman & Hubbard, Price, \$1.00.

THE GAS ENGINE HANDBOOK,
by E. W. Roberts, Price, \$1.50.

For any of the above address,

Grain Dealers Co.,
255 La Salle St. Chicago, Ill.

Secretarys' Meeting.

The Secretarys of the affiliated Associations met in the Iowa headquarters last evening and after discussing different problems decided to meet again at 9 o'clock Friday morning.

Indiana Dealers, Attention!

There will be a meeting of the Indiana Grain Dealers Association Thursday morning, Oct. 2nd, in Committee Room No. 5 in the Coliseum Building, at 9:00 a. m. sharp.

All Indiana Dealers be present, business of importance to be transacted; be on hand promptly.

S. B. SAMPSON, Secy.

Iowa Headquarters.

The Iowa Grain Dealers Association has established headquarters at Room 352, National Hotel.

Iowa dealers are requested to go in and register, and cordially invited to get a badge.

If you wish to write a letter home dictate it to Miss Patterson.

Meeting Board of Directors.

The Board of Directors held a meeting last year and closed up the year's business. Secretary Stibbens was voted a salary of \$2,500 for the last year.

Charles S. Clark, of Chicago, who served the Association four years as Secretary-Treasurer was made an honorary member for life.

Arrival of Des Moines Delegation.

The members of the Des Moines Cereal Club and other grain dealers of that city did not arrive early Wednesday morning. A wreck on the Northwestern line delayed their coming until noon. Several times during the morning did the band and reception committee sally forth to greet the expected guests, only to march back again.

Their arrival was the signal for an outburst of enthusiastic welcome. The first session of the meeting was postponed until the afternoon to permit the Hawkeyes and Chicagoans to attend.

Inspection of Palace of King Corn.

While the grain men were gathering in marching order before the National Hotel for the visit to the Corn Palace Wednesday night, the band stationed in the building played stirring music to hearty encores. Two abreast the way was led by the band over the best lighted route to the Palace, where a badge "Peoria Corn Exposition, 1902" was the open sesame.

Within a short talk was made by Mr. Morgan, who introduced Mr. T. A. Grier. The latter was for one year President of the Corn Palace Association and interestingly outlined the reasons for its organization, four years ago, and dwelt upon the generous support accorded the Association by the 14 railroads entering Peoria. The liberal prizes offered for the best corn is stimulating farmers to grow a better grade of maize in the territory traversed by the roads.

Pictures done in corn, wheat, oats and rye, and representing the old time printer and harvest hands were declared by the visitors to be remarkably well executed. A few selections were rendered by the band, seated on the platform, and then the return march began, by a direct route over the Boulevard.

From Kansas City.

F. C. Hoose, (F. C. Hoose Co.)
I. B. Wilcox (Parker Grain Co.)
J. N. Heater (The S. Howes Co.)

High Balls.

Chas. H. Adams and W. L. Milligan are in charge of the Marseilles Mfg. Co.'s exhibit.

J. L. McCaull is now assisting Magician Kellar, with 5's and 20's pieces. Were you at the Grand last night?

JAMES W. SALE, of Bluffton, writes that he regrets his inability to be present. A death in the family of his bookkeeper preventing.

INDIANA Grain Dealers Association report 15 additional members in good standing, making a total of 266, representing 373 Stations. This gives Indiana 14 delegates. GOOD!

B. F. TRAXLER, of Baker & Traxler, Chicago, was called away on the first day of the meeting by the death of his wife's mother at Neponset, Ill. The sympathy of many friends is extended to Mr. and Mrs. Traxler in their bereavement.

AN accident occurred to the sleeper attached to the train which brought the St. Louis people to Peoria. Thru the breaking of the coupling pin the car became detached from the train and was forced against an engine. The end of the car was smashed and the occupants badly shaken up, but no one was seriously injured.

From Georgia.

Dan Joseph, Columbus, Ga.

From Tennessee.

G. P. Rose, Nashville.

From Arkansas.

A. J. Wilson, Jr., Fordyce.

From Missouri.

J. E. Bridge, Slater, Mo.
S. J. Leach, Salisbury, Mo.

From Maryland.

J. C. Gorman (Baltimore Storage & Lighterage Co.), Baltimore.

From Kansas.

W. S. Washer (S. R. Washer Grain Co.), Atchison.
L. Cortelyou, Muscotah.
E. J. Smiley, Topeka.

From Nebraska.

Geo. H. Lyon, Omaha, Neb.
G. W. Loughry, Lincoln.
Mr. Schneider (Nye-Schneider-Fowler Co.), Fremont.

From Memphis.

Memphis, the Hub of the South, was well represented by C. D. Jones, of Williams-Fitzhugh Co., and Robert L. McKellar, Asst. Gen. Frgt. Agt. of the Southern Railway.

Those who remembered how Mr. McKellar carried the last Convention for Memphis hope to hear from him again. His touching story about the Memphis Mint Juleps still long to go South.

Minneapolis Wants Next Meeting.

To the Grain Dealers National Association,
GREETING!

You are hereby cordially invited to hold your next annual meeting in Minneapolis—the Greatest Primary Wheat Market of the World.

E. S. WOODWORTH,
Vice-President Chamber of Commerce.
J. L. MCCAULL, President.
South Minnesota and South Dakota Grain Dealers Association.

Meeting of Inspectors.

A meeting of Chief Grain Inspectors Association was held in the Ladies' Ordinary, National Hotel, last evening, this present being President J. O. Foering, Secretary J. D. Shanahan, G. H. Wolcott, J. E. Bidwell, Chas. McDonald, E. H. Culver, Homer Chisman, Philip Vert, M. P. Hutchins, J. E. Clarkson, Alfred Anderson.

Letters from different Exchanges were read and with one exception—New Orleans—all have adopted National Samples and asked for rules of the Association.

Reports on wording of Grades were given. Rye was first discussed and after an animated discussion it was decided to adjourn till this morning at 8 o'clock sharp, when more members of the Association will be present.

Mr. Hutchins seconded the motion.

From Massachusetts.

D. W. Ranlet, Boston, Mass.

From Oklahoma.

C. T. Prouty, (Chief Grain Inspector), Kingfisher.
E. M. Moss, (Smith & Moss), Medford.
H. Bird, Billings.

Toledo Seed Exhibit.

The pushing seedmen of Toledo, O., are to the front with a full line of samples of clover seed, timothy seed and alsike. To find it look for the big sign:

TOLEDO, O.,

THE LARGEST CLOVER SEED MARKET IN THE WORLD.

From Minneapolis.

E. S. Woodworth (Vice-President Chamber of Commerce)
A. E. Martin
E. Dodge
B. Clark
A. H. Poehler
C. E. Foster
C. A. May
C. A. Christensen
R. Troendel
E. J. Skewis
Geo. N. Lyman
F. B. Wells
J. L. McCaull, (McCaull-Webster Elevator Co.), Minneapolis.
W. H. Chambers, (F. H. Peavy & Co.), Minneapolis.

From Pennsylvania.

Addition to list in Daily Grain Dealers Journal, Oct. 1.
S. C. Woolman; wife and daughters, Pittsburgh, Pa.
John R. Johnston (Keystone Commercial Co.), Pittsburgh.

New Members National Association.

(Continued from page 347.)

BALTIMORE, MD.: Maryland Export Co., The Joseph Tate Co., J. C. Gorman, Fahey & Riley.
BUFFALO, N. Y.: Buffalo Cereal Co., H. C. Harrison, B. G. Burns & Co., Heathfield & Washburn, Husted Milling & Elevator Co., John A. Seymour, Jr., Watkins & Co., S. M. Ratcliffe, J. H. Rodebaugh, C. F. Rockwell, L. C. Scott, Whitney & Gibson, Whitney-Eckstein Seed Co.
CHICAGO, ILL.: Churchill-White Grain Co.
COLUMBUS, GA.: Dan Joseph.
COLUMBUS, O.: P. R. Hynson.
INDIANAPOLIS, IND.: John R. Gray & Co.
PITTSBURG, PA.: Keystone Commercial Co.
RICHMOND, VA.: Geo. T. King.
TOLEDO, O.: Southworth & Co.
TOLEDO, O.: Churchill & Co.

FIRST SESSION ANNUAL MEETING NATIONAL ASSOCIATION

Wednesday Morning.

The trains bringing the grain dealers from St. Louis, Des Moines, Chicago and the West were delayed. The Wednesday morning session was postponed. The following explanatory remarks were made from the stage at the Coliseum at 10:50 a. m.:

Vice-President T. P. Baxter, Taylorville, Ill.: Gentlemen of the Convention: Kindly give us your attention for one moment. Mr. Grimes will make an announcement.

H. S. Grimes, Portsmouth, O.: Gentlemen of the Convention. Owing to the lateness of trains which were due here in time to hold this meeting this morning, we have decided to postpone the meeting as an entirety until 2 p. m., the regular hour of the afternoon meeting, when the proceedings of the morning will begin.

Wednesday Afternoon.

After the Spencer Band had rendered several selections, President Lockwood called the seventh annual meeting of the Grain Dealers National Association to order at 2:30 p. m.

The Reverend Geo. H. Simmons, of Peoria, delivered the invocation.

President Lockwood: Although some of us have been rather tardy in reaching the borders of this state, we assure you it was not intentional. We started on time, yet there are things over which men have no control. Some of us have met with obstacles and hence, instead of meeting in the bright morning sunshine, we are here in the afternoon glow. Nevertheless we hope we are just as welcome in this city now, as we were then. It is my privilege now to introduce to you Judge Worthington, who will welcome us to the state.

Welcome to State.

Judge Worthington: Gentlemen, members of the Grain Dealers National Association, in behalf of the Board of Trade of this city, representing on the present occasion, all trades, vocations, professions and classes of our citizens, I have the pleasure and honor to say, we are glad to see you here and tender to you collectively and individually a hearty welcome. Better late than never. Our State is a long state, reaching from Wisconsin on the north with its clear lakes, tonic atmosphere and beautiful cities and villages, down to Kentucky on the south, with its beautiful women, well bred horses and good whiskey. But as long as the state is and as broad as the state is, your welcome to-day will be as broad as the state and as long as its length. We are glad to see you here for several reasons. We are glad because it gives an opportunity to all of you that have met before to renew the acquaintance. Glad because it gives to us and to you also an opportunity to make acquaintances from other sections of our now happy, prosperous and united country. This state of Illinois enjoys some peculiar advantages. We are glad to see you here that you may see something of the associations here in this agricultural and geographical center of this splendid state, of which we are all so proud.

It possesses the advantages of climate, extending over many parallels of latitude, so that the farmer and agriculturalist may profitably raise crops and grains that are raised in any other section of the United States. Bordering on the extreme western border on the Mississippi River, it is in touch with the river commerce of the Great Central West, between Minnesota and the Gulf. Bordered by Lake Michigan on the Northwest it is in touch from Duluth to Buffalo with lake commerce, which is a surprise to the entire world. It has a cos-

opolitan population. With the second largest City in the United States, our state ranks third in population with all the states of the Republic.

As you say in a little advertisement on the back of your program, this is the age of combinations and associations. You meet here particularly for your own improvement and advancement, in business, but your meeting does more than that. You occupy a peculiar relation to the large classes of producers of this country. We all know that agriculture, mining and manufactures are the principal sources of our great national prosperity. We know too that agriculture is the basic source of all this prosperity. We know too and appreciate, that in your business perhaps more than in almost any business, there is a peculiar old time-worn maxim that honesty is the best policy.

You are the middlemen between the farmer and the consumers of this country. They must have confidence in you. You say here that the farmer must have confidence in the regular grain dealers. This is true, and your Association, your intercourse with each other, your interchange of business methods will tend to give you a character that will convince the farmers of that fact. The farmer must know that the local grain dealer is honest. The regular grain dealers must know that the consignee in the great commercial centers is honest. In other words, the grain dealer's reputation for honesty must be like that of the banker. His reputation is his great stock in trade and when he loses that his ability to meet competition is gone.

We have a great many conventions and conferences here. Sometimes we have political conventions here that tell us how to vote in order to save the country. Sometimes we have religious synods and conferences that tell us what to believe and what to do in order to save our souls. Sometimes we have great temperance conferences that tell us what to eat and what to drink in order to save our bodies. Recently we had a banker's convention that told us how to save our money by depositing it with them without interest, so that they could lend it with interest.

Now we don't know exactly what you are going to tell us. We believe you will all learn something here from each other and we will learn something to our profit from you. Again, gentlemen, I wish to say we are glad to see you here. We are a kind of self appointed board of inspectors (not grain inspectors) exactly, but we have inspected you and we think you rank up Grade No. 1 Letter A. We think you have brought full weight and assure you we are glad it is a personal delivery and not delivery by warehouse receipts.

I hope, gentlemen, you will have all the pleasure and profit you have anticipated from your meeting here, and that sometime in the future we may have the pleasure of meeting you again. You are welcome to our state.

President Lockwood introduced Mr. Frank J. Quinn, of Peoria, who welcomed the dealers to the City of Peoria in the following words:

Welcome to City.

Mr. Chairman and Members of Grain Dealers National Association:

It is with no small degree of timidity, that I essay the duty of extending to you all, a royal welcome to our beautiful city. Under ordinary circumstances, I would feel my inability to greet you in a fitting manner, but under the extraordinary conditions here present, I am doubly embarrassed. To follow our eloquent townsman, Judge Worthington, gives room for great comparisons. The historian who writes of the present generation of Illinois, will make an inaccurate record, if he fails to give due credit to the great judge, thinker and orator, of whom all Peorians are so proud, and whose efforts in the forum, at the bar, and on the bench, have stamped him as one of the grandest men of the middle west.

He has welcomed you to this great State, and to some degree told you of her grandeur, her energy, and her resources; of her great men, her soldiers, her statesmen, and her giants in the busy marts of trade.

My duty is to formally and briefly extend to you a hearty welcome to this beautiful second city of our great State. This I do. I welcome you one and all. I ask you to accept our hospitality in its fullest measure, and to feel for the time being, as though you were of us. We Peorians are possibly a little vain; we may be unduly proud of our city, but I trust that you will arrest judgment, until after you have seen more of Peoria and her citizens. While the second city of Illinois in population, we boast that our citizenship is of the highest order, and that it stands unsurpassed in honor, integrity, energy, industry, and all the virtues that go to make up a high class American City. No great scandal has ever tarnished the reputations of our public officials; and our private dealings one with the other, and with the world, mark us as worthy of confidence. We point, with pride, to a water system that furnishes both pure water, and a superior protection against fire; our fire department is the acme of efficiency and skill; our police department, while composed of brave and watchful men, has so little call for its services, that we are startled when we meet a policeman. Our streets, clean and well paved, afford beautiful drives, through long lines of happy, contented homes. We ask you to visit our public buildings—our Court House, City Hall, Library, and our magnificent School and College buildings. Drive over our well appointed boulevards, revel in the beauties of our more than gorgeous parks—visit Glen Oak Park—wander through its shaded dells, drink in its natural beauties; see its lakes and springs; its flowers and its forests, its green sward and its sloping hillsides, and from some eminence see the grand old Illinois, as it steals along through the valley below, completing a picture that will never be effaced from your memories. Peoria boasts, with pardonable pride, of her sons and daughters, who by their words or deeds, have cast a lustre around her name.

Here the orator and thinker, Robert G. Ingersoll, grew to manhood and greatness; from here he went out to hold the attention and demand the judgment of the world. This was the home of Robert Burdett; here Emma Abbott and Jesse Bartlett Davis sang their sweetest earliest notes; here lives and move amongst us, busy as the busiest, interested in our material, as well as spiritual development, that noted writer, orator and churchman, Rev. John Lancaster Spalding. We boast of our business men and women, our factories, markets and resources; we glory in our past and we rejoice in the prospect the future has in store for us. We are pleased to have you meet here; we feel no small degree of satisfaction in knowing that you come from almost every State and City of importance in the union, and that you are members of an organization that has done so much for the amelioration of mankind—Noble land! Noble Cause! Never on this earth will your sacrifices be more fully appreciated.

By your untiring efforts, it has become possible for every farmer in the land to have a switch track on his farm, supplied with "empties" ready for loading, while nearby, waiting for orders, stand engine and crew, ready to speed the garnered grain to the hungry populace of our cities. By reason of your endeavors, every farmer now has a telephone, a daily paper, and an hourly tip by private wire from Chicago. You have driven despair from many an aching heart; you have forced energy into many a faltering arm, whenever grim visaged war, raised its head above the horizon; you have with great courage and foresight, advanced prices, making peace less expensive and more desirable. In times of peace, when our farming communities were apparently lulled into inactivity, and drawn from their regular pursuits and pastimes, and had begun indulging in Populist Conventions, Bohemian Oats, Gold Bricks, and the like,—you

have aroused them from their follies, given stimulus to, and a motive for, their energies, by buying and selling more grain in Chicago, in one day, than the farmers of the Northwest could produce in a season. Noble, self-sacrificing men! You are entitled to, and will no doubt receive the praises and blessings of all posterity. May your organization ever grow and prosper. Under its care and guidance, we now have all local and interstate commerce. You regulate the rates of interest; you control the weather—heat and cold. Rain, dew and sunshine, become abundant or scarce, local or general, at your will. Let not the injunction of any Court, prevent you from so regulating the prices of grain, that every producer in the land may have a rubber-tired platoon, as well as a dozen ivory rings on his harness.

I trust gentlemen, that your deliberations will be pleasant, and productive of great good.

Right here let me admonish you, to have a kindly thought for a very unhappy, but not altogether unselfish class of our citizens—East Freight Agents. True, their only visible duties, are the buying of soft drinks and black cigars, for the understudies in our grain offices; but remember gentlemen, they also have souls to save. Be assured my friends, that the citizens of Peoria are to be your hosts for the next few days, and it is their desire, that you feel at home; they will do everything on their part, to make this visit to our City, one of pleasure for you all. We want you to know us; we want you to visit our merchants and manufacturers; our stores, and our factories. When you return home, we trust you will be able to say that you saw plows, harrows, planters, harvesters, weighers, engines, twine, tools, wagons, buggies, stoves, woodenware, glucose, cellulose, crackers, Holland Gin, Hennessey Brandy and Canadian Club, made in Peoria, shipped to all parts of the world. That you saw a beautiful and thriving city, and an industrious, energetic citizenship, and resolve, that if the chance ever presents itself, you will return to Peoria, even though it only be for a short visit.

James C. Gorman, of Baltimore, Md., responded for the East as follows:

It is indeed a very great privilege and pleasure to be thus welcomed to the great State of Illinois and to the second city of that State. It is a matter of historical record that Peoria is a beautiful and flourishing city. Away back in the early years of this country a trading station was established where this city now is, and it became quite an important point. Equally so has Peoria, according to the statistics from your Board of Trade, grown to be as a distributing center for the coarse grains such as corn and oats. I understand that the record is that Peoria stands second only to Chicago and St. Louis in the distribution of these cereals.

The social features of this Convention are unquestionably being attended to by each and every delegate. My experience is with them, that each one is trying with the other to see that the other man has a glorious and a good time, and I do believe, gentlemen, that when this Convention shall have closed, and we are returning to our homes, we shall all remember most kindly the reception we have had at Peoria and in this State. Now, Mr. Chairman, as I am not a gifted extemporaneous speaker, I have committed to manuscript the thoughts I have expected to express.

Response for the East.

Although requested to respond for the East, it is not understood, nor do I believe it is intended, that comment should be solely concerning that section, but upon general lines of topic and thought best calculated to serve the interests of the entire trade.

Sections of country in such an Organization as this should only exist for the purpose of representation as generally speaking. The acts of this convention, if wise in the East, should be judicious in the South, prudent in the West and equitable in the North.

There should be such a communion of interests as will elevate the trade beyond the reach of the unscrupulous. There should be such fellowship that any act bearing the slightest suspicion of irregularity receives at once the severest condemnation, thus letting it be known that transactions that will not stand the scrutiny of this official body, are not in accord with the just principals of trade and that detection signifies extinction.

Those who were primarily interested in the formation of the National Grain Dealers Association have reason to be congratulated.

From what I can learn during the first years of the existence of this body, discouragements had to be faced and perhaps there were times when hope was all but lost. The

belief in the necessity for and the persistent determination to educate those engaged in the grain industry to a realization of the merits of such an Association, has yielded this marvelous success, and to-day we find it a healthy and vigorous Convention.

Your strength lies in the tenets of your profession and in the wise provision of affiliated membership.

In the preamble of your Constitution we read: "The object of which shall be the advancement and protection of the common interests of those regularly engaged in the grain business, the formulating of rules for the transaction of business and the promotion of friendly relations among legitimate grain men of the Country."

You are banded together for the advancement and protection of common interests, there must be no irregularity and everything must be legitimate.

Founded upon principles of right and justice, determination therefore, is the only necessary adjunct to produce that measure of success which all correct effort deserves.

Affiliated membership is a far sighted feature of your Constitution. How otherwise could you draw into the arena of common interests the various customs of the different state bodies, formulating them into an harmonious whole, except by such an arrangement of membership, thereby centering the interests of all the constituent parts of this National Association.

Individuals or firms can create practices which are by common consent recognized as customs, but it requires the guiding hand of organization to mould into fixed principles of trade the practices of individuals.

The task, therefore, of this National Association of formulating rules and adopting principles of trade for the government of its members becomes a most trying proposition, and one that can only be successfully accomplished through the medium of representation from state bodies on lines which are the outgrowth of carefully considered principles and practices of such state organizations, remodelled to divest them of local application, care being exercised to avoid conflict with special local conditions.

While the questions of Arbitration, Trade Rules, Weighing, etc., engage your attention, let me remind you of another and most important topic which could with profit and advantage be kept in view, viz.; "Transportation." Without denying that there has been and are still cases where sections and individuals have reason to complain, yet it is nevertheless not unusual to detect a spirit of antagonism towards transportation interests, not always justifiable.

Too frequently improper and unwise methods are made use of in an attempt to secure some special privilege or favor. Self protection asserts itself in a desire to obtain that which we surmise our neighbor possesses, but the proof of such possession is lacking. The correction of evils of this character is not to possess them but to prevent them. Experience shows the submission of a reasonable proposition, upheld by facts and figures is quite likely to secure recognition.

Cold facts, industriously applied, are earnestly recommended in lieu of other more frigid remedies. There must be no counter irritants applied, soothing lotions cause less irritation and smooth the way for an adjustment of all difficulties upon proper lines.

Transportation interests are so interwoven with the business life of this Country that the rehabilitation of the one means new life to the other.

As marvelous as are the facilities of transportation at the present time, the end is not yet. Constant improvements in every department are being pushed with a vigor that knows no termination. This applies not only to rail, but water lines as well. The improvement in the road-bed, heavier rails, stronger bridges, 80,000 pounds capacity cars, increased motive power, all emphasize in the most positive manner more extended markets for the farmer and a much larger business for the dealer. The great reduction in the last decade in the cost of carriage of grain and other products from the far West to the Atlantic seaboard and Gulf ports fully attest this.

America leads the world in railroad transportation, the cost per ton per mile being less than in any other Country. Europeans give more attention to interior water routes, but we excel them on the rail.

American railroad methods are being adopted by our English friends. At the meetings of the directors of two of the great railway lines of Scotland, there was a very keen discussion of the adoption of American methods. Larger cars have already been introduced and although they find some difficulty in the application of American features on account of their terminals, sidings, tunnels, etc., yet the directors realize lower rates of transportation

must be brought about and that this desideratum can best be secured by following our lead.

These features of improvement in connection with the amazing development of ocean transportation opens up the markets of the world to the American merchant, creating higher values for the products of the farm, the mill and the factory and enlarging the field of occupation for the tiller of the land, the mechanic as well as the laborer, in fact, offering a means of subsistence to many willing hands.

Whatever tends to lessen the cost of production or delivery, enhances the value of the producer.

The great increase in the capacity and propelling power of the lake and ocean freight carriers has greatly decreased the cost of transportation. The 5,000 ton ocean steamship of seven years ago has been replaced by the 10,000 tonner of to-day. Indeed, there are not a few of 14,000 tons capacity, while the limit is about 18,000 tons, though the latest addition may carry 19,000 tons.

Twenty years ago the usual rate of freight from the Atlantic seaboard to a direct port in the United Kingdom, per quarter of 480 pounds of grain, was 9 shillings, or reduced to United States currency, say—45c per 100 pounds. To-day the average rate will not exceed two-thirds to two-sixths per quarters, or say—10c to 12c per 100 pounds.

The immensity of the ocean carrier has created another want; deeper channels were found necessary, as former ones were entirely inadequate to permit the leviathans to reach port.

Without water ways sufficient depth to accommodate the increased draft of the new merchant marine, all the improved interior facilities of transportation insofar as they relate to foreign markets would be next to useless.

The governmental appropriations for river and harbor improvement have been and are the means to the end of immense annual savings to the producers of this country, agricultural or manufactured.

Such appropriations have at time met with some opposition on the ground that each locality should stand the cost of improving its water ways because, as was erroneously argued, the benefits of such expenditures accrued to such places.

The possible gains to an exporting port of cargo passing through such port to another, perhaps foreign ports, is incomparable to the savings in the values of commodities exported and the higher values resulting to the home markets.

The advantages and benefits of river and harbor improvements, when judiciously applied, are national, not sectional, and hence should properly be borne by the general government. Can anyone doubt that the millions expended by Congress on the petties at New Orleans, opening up as it has those great arteries of commerce, the Mississippi River and its affluents, has enhanced the value of farm crops? Likewise the costs of deepening the channels from the ocean to Boston, New York, Philadelphia and Baltimore have all been returned many fold to the producer and consumer.

Take for example the enormous commerce of the Great Lakes and its increase during the past few years. The latest report from the seven months of this year 25,718,000 net tons. What can be the effect on the country adjacent thereto? Has it not caused the most remarkable development the world has witnessed?

Remove the means of communication, isolate such section by dwarfing facilities of transportation and you would have all the evidence of serious decline and decay quite as remarkable as was the growth and development.

Cheap transportation is the most potent factor to control the commerce of the world and in the development of any Country.

In conclusion, permit me to remark in support of any and every question properly affecting the interests of the trade in maintaining the dignity and honor of this National Association in defense of every principle of fairness, justice and right, look well to the East.

C. D. Jones, of Memphis, responded for the Southeast as follows:

Response for Southeast.

Through the kindness of our Secretary I have the honor as well as the pleasure, to respond to the call for the Southeast.

First of all I wish to thank our friends of Peoria for their welcome and the countless courtesies extended us as a part of the National Grain Dealers Association, assembled here in annual convention.

We of our section think we know the full meaning and significance of the word hospitality, and, when I view the cordiality extended here on every side, and note the arrangements for our comfort and pleasure, I may best be able to convey to you our appreciation by saying it makes me feel as though I were at home.

But your kindness and your welcome deserve more than that, so let me add, thank you, thank you one and all.

To be the recipient of such great pleasure as we are receiving and have in store here, particularly when it is offered so willingly, fills our hearts with a great feeling of friendship, binds us to you with a closer tie, and, on the basis that "it is more blessed to give than to receive," I hope this sentiment is fully reciprocated.

One of the best results from our annual conventions is the opportunity afforded members of the Association to meet each other and form personal acquaintances and lasting friendships.

In times of great distress or where a calamity has befallen a community or a nation and a mass meeting of citizens has been called to discuss ways and means to benefit the public, there would be in the minds of an audience like this, one thought, one idea in common, one sentiment above all others, and that would be something for their mutual good, something for the protection of their community or the upholding of their nation.

So in this hall today, I hope there is one sentiment. We are gathered here from Maine to California and from the Great Lakes to our Gulf below, and in that radius we live different lives, conditions are different, our temperaments are different, but there are two points on which we all here agree; we are Americans, and our daily vocations are kindred, pertaining to the same line of business.

In the first we are secure, and in the second it rests with us to make needed improvements. It is on this point that I hope we are of one accord today.

I am a Southern boy, reared in the South, live in the South, realizing fully some of the needs of the South, and my talk today will be somewhat on the line of work for this Association in the South.

I believe that the National Grain Dealers Association has done and is doing more good for the grain interests of the United States than any other trade association ever organized; I believe too, that its greatest field for effort and improvement today lies in my own Southern country, and I sincerely hope that some effort will be extended in that direction.

Now I'll show you why; the North, the East, the West, the Southwest, in fact all the grain producing sections are organized, are working under a system, are governed by prescribed rules, made and upheld by local and affiliated associations.

A shipper knows what to expect in the way of weights and grades on the different markets and what rules will govern the acts of his consignee. The receiver also knows his prescribed rights as well as those of the shipper, and so business is transacted without friction, and without friction, business becomes a pleasure.

Rules and regulations are made, not only for the members of the large exchanges, but every dealer at even the smallest points, knows that he will enjoy and reap full benefit afforded by the protection of these rules.

'Tis not so in the South, with the exception of a few leading cities and for that reason, the shipping of grain to a large part of that section is unsatisfactory and unprofitable.

Now let us be honest and see why. There are men here in this hall today, who, if approached or the subject of Southeastern business would hold up their hands and say "Excuse me, but I don't care to ship anything south of the Ohio River!" Well why? Because, he would say, I once shipped so and so at such and such a point five cars of Oats and when they got there he refused them.

Well, you ask again, why? Because he said they were not what he wanted and not what he bought. That man sells his five cars as best he can to some one else, possibly at a loss, and is thoroughly disgusted.

Now then, give the consignee an inning. Ask him about buying from such and such a market and he holds up his hands in horror and says "Excuse me, I'd go without grain before I would buy it from that place."

"Well, why?" "Because I once bought five cars of Oats from so and so from there and he shipped me the very poorest I ever saw." Now there we are, both sides. What was the trouble? Simply a lack of understanding.

I am not here to say who is right and who wrong. In some instances shippers do doubt have been wronged at the hands of Southern consignees, and yet I have heard of instances where shipments were forwarded South on the pretext that "any old thing will go down there."

A few years ago the Southern Grain Dealers Association was formed, but that was unsuccessful, I think because it did not have the proper support and lack of some one to look exclusively after the Association's affairs.

If this Association can get a strong footing in the South, and Southern buyers can arbitrate differences with Northern shippers, before fair-minded committees, there will ascend towards Heaven, hallelulias today unheard, for the peace of many a shipper would go undisturbed, while the buyer would pursue the even tenor of his way, rejoicing that he can get what he buys or its equivalent.

To bring about such a change will require the patient labor of some one whose special work it is, and who is given the moral support of every fair-minded buyer and seller in the country.

The great trouble is lack of confidence, which must be built up between the buyer and seller, and back of confidence must be protection, for we may have confidence but it can be betrayed, and then we would lose on account of our confidence.

Now I will suggest a line as food for thought and head the subject, "Needed Reformation."

That there are existing evils no one will question, and that they should be corrected, no one will deny. The truth is evident when we note the benefits that would be derived by both parties to a contract.

At present they are both working under disadvantages as a result of existing methods. For instance, we will all agree that legitimate competition is the very life of trade. Destroy that competition and the injury to some one is sure. Now if you are not having free competition for every order, two people are not getting their full rights.

If you have grain to sell, and, because of existing methods and customs, are afraid to quote any territory, you are damaged by possibly having to sell cheaper than you otherwise might have done, and the buyer is damaged by possibly having had to pay more than he otherwise might have had to do.

Now it is a fact that the South and the Southeast are the best domestic fields in the United States for our grain products, for these sections never raise but a small proportion of their requirements. And we are using more and more, year by year, for our country is growing in population, and its general development is by leaps and bounds.

The eyes of the shrewd man of affairs are pointed Southward, and so we in reason can entertain great expectations for our section. With increased development and population, must of necessity come increased demand for grain.

Now let us anticipate the future and prepare for what we have to expect in our particular line of business. Let's get the buyers of the Southeast in harmony with the sellers of the producing sections. It is a question of no mean importance, for the business involved is even now greater than many of you suppose.

The great fights between the Eastern carriers and our Southern roads for export grain tonnage, have been matters of annual occurrence for a number of years, and as a result, the old established Eastern ports must bow in submission to the rapid inroads made in their clearances by their young competitors like Galveston, New Orleans, and a few others.

This question interests every grain dealer in a territory tributary to both the East and the South.

But it is the domestic movement we want to see conducted on a different plan. Some may ask, "Would the dealers of the Southeast take an interest in any movement looking to changes?" I'll say that I believe that every responsible dealer would, for he certainly needs some help.

For instance I'll just mention briefly a point or two with which they must contend. All of you appreciate the odium invited by scoop shovelers, well, their counterpart can be found in our Southern country in the guise of dealers who are irresponsible and financially unreliable, who are able to do business because they can buy grain under present methods and never pay for it until the car arrives at destination, and not then if it shows him a loss. And I'll venture to say there are men here who know what it means to be "laid down on."

You make war on the scoopers, why should not a reliable dealer in the Southeast want relief from a like burden? Take a man with his money invested in a plant with fixed expenses for the maintenance of his business. Should he not have protection from the unfair competition of an irresponsible dealer? It could easily be remedied if every dealer shipping to that territory would insist on their drafts being paid on demand.

The man without money to do business on, could not then buy grain to sell for \$3.00 per bushel and thereby cut the legitimate profits of the more substantial merchants. That would be one of the greatest reliefs to a shipper to the Southeast, for think how long a man in Texas must wait for his drafts to be paid when drawn on a dealer on the Atlantic coast!

There is certainly work to be done, for there are evils at both ends of the line, and in order to obtain good results the work must be undertaken by a strong organization, one which will command respect at once, for its fairness and wisdom.

The harvest is ripe, the laborers are few. A little movement in the right direction should meet with ready response. I do not feel able to answer for my country at large, but I can promise that any movement for the uplifting or improving the Southeastern business will meet with a ready ally in the Hub of the South; that great Heart of the most Fertile region of Uncle Sam's domain; the Queen of the Great Mississippi Valley—Memphis!

The band played Dixie.

Mr. E. S. Woodworth, Minneapolis, made the following response in behalf of the Northwest:

Response for the Northwest.

Mr. President, and Gentlemen of the Convention: We have in Minneapolis a very fine man, Active Secretary of our Chamber of Commerce, Mr. G. D. Rogers, who was expected to be here to-day to respond for the Northwest. At the last moment he found that it was impossible for him to come. I had intended to come all the time because I wanted to see Peoria and meet the many men whom I have met, and those I shall be privileged to meet, and at the last moment I was notified that I would be asked to respond in Colonel Rogers' place. I am not a public speaker. I am only a member of our Chamber of Commerce, in love with it, and I like to meet the many grain men and become acquainted. I went to Colonel Rogers and said, "You have a speech prepared. You loan it to me and I will read it for you or for myself." He said no, he would not allow me to have it. Coming on the train last night I tried to prepare some remarks, but our delegation will explain why it was impossible for me to do so, so I can only thank you most heartily in behalf of our Chamber of Commerce and the grain dealers of the Northwest for the hearty welcome that is accorded to us, and say we are glad to be with you.

We have, of course, a glorious Northwest. You all know about St. Paul and Minneapolis; about our wonderful wheat fields, our wonderful graneries, our elevators, terminals, etc., and if you have not seen them and do not know about them, you certainly have a pleasure in store. I can only say we are glad to be with you, and we wish to ask you to come with us next year. We will do the best we can to entertain you. We will show you something you have never seen, perhaps, that is St. Paul, and incidentally we will show you Minneapolis.

Mr. G. J. Gibbs, President of the Texas Association, Clifton, Texas, responded to the addresses of welcome for the Southwest as follows:

Response for the Southwest.

Gentlemen of Peoria, Grain Dealers from the East, and North, and Northwest: In behalf of the Southwest, it is my pleasure to-day, gentlemen of the City of Peoria, to accept the hospitality and courtesies of the city as broadly, sir, as they have been tendered by your distinguished citizens. While there are but few of us present to-day, from what may be termed the Southwest, we hope for more of the brethren later, and if we are not here in such rousing numbers, please regard the spirit for the will and remember we have a vast territory. When the Judge was speaking of the vastness of Illinois, it made me think of Texas, my State. I was two and one-half days coming from my home in Texas to Peoria, traveling all the time, and one day of that time was spent in coming from the center to the north of the State. It is nearly one thousand miles from the City of Texas to the East to El Paso on the West.

In behalf of the Grain Dealers Association of Texas, of the dealers of the Hawkeye State, of the Sunflower State and of the dealers from the young Oklahoma and Indian Territories, we accept your proffered courtesies with every degree of thanks we can express. We would not forget that when we stand in your beautiful city we are almost on sacred soil to every patriotic American. We are in the home of the rail splitter, honest old Abe Lincoln. We would not forget the rugged Grant who made his home within the confines of your State, and Mr. Chairman, while it is my privilege two or three times a year to listen to the glowing tributes paid the heroes of a defeated Confederacy, I say to the people of Illinois to-day, I have yet to hear for the first time from one of those wearers of the gray, a word against that hero of the North—U. S. Grant.

Mr. President, Texas sometimes gets scared. In 1896 she became scared to death about the gold bug; in 1900 she took another scare, but in 1901, gentlemen, a bug came along that did more damage. I allude to the green bug which swept the beautiful fields of corn, every vestige of wheat and grain that was planted, and left that section to buy from your land. In 1896 when the drouthy period came, from Texas, Indian Territory and Oklahoma, we turned to Kansas and to Iowa, and bought from their liberal garners. In 1901 when drought swept over Texas again, we turned first to Kansas, and she said, "Go farther." We turned to Illinois, and your neighboring state of Iowa, and out of their fields they have spared to us. This seano again the Lone Star State must

come to you for her corn supply. Every pound of corn used in Texas, with a very slight exception, must be imported from your territory.

I am glad, Mr. President, that I am here to-day. Sometimes we are troubled about prohibition and anti-prohibition. I shall go back and tell the people of my state to be not afraid; that I have stood in the City of Peoria, and tell them to go ahead and take all then can; there is more to follow.

I thought when I started to this meeting that I had in my pocket a paper which was read before our Texas Association by Mr. Wilson, of the Department of Agriculture of the United States, but I seem to have misplaced it. I will try to get it and send it to the Board of Trade of the City of Peoria, so that they may see what we do. To-day we raise one-fourth of all the cotton raised in the United States, and though it is drouthy in Texas, we expect to have two and three-quarter millions bales of cotton, with which we are going to pay for your corn and pay the freight from your fields to our consumers. We have in Texas at this time less than 35 per cent of the area under cultivation. Think what may be expected in the future. Look at the vast amounts of rice we are raising; look at the magnificent oil fields we have. Train loads of oil are passing from those fields. They are driving the wheels of the mills and factories in Texas.

I stand before you, my friends, not a Texan by birth, but by adoption. I weigh over 200 pounds, and when I first embarked in the business fifteen or sixteen years ago, in Texas, I weighed 140 pounds. That is what the grain business has done for me in Texas. I said I was a Texan by adoption. I was born upon the sunny slopes of the Pacific portion of our land, but I did the next best thing. I married the daughter of a son of Illinois.

Gentlemen, in behalf of Texas, in behalf of Oklahoma, Indian Territory and Kansas, we extend our thanks for your cordial welcome, and tell you truthfully, if we don't take more than you have offered us, it will be the first time I have known the people to fail in their duty.

First Vice-President T. P. Baxter, Taylorville, Ill.: We will now listen to the reading of some communications from Mr. Smiley in behalf of our Secretary, who has grown too hoarse to be understood, and we have asked Mr. Smiley to read for him.

Mr. Smiley read the following communications:

WASHINGTON, D. C., Sept. 29, 1902.

GEORGE A. STIBBENS,

77½ Traders Bldg., Chicago, Ill.

Although I have been very unwell for some days I was until today fully expecting to start for Peoria to-night and have made all my arrangements for doing so. My physician, however, imperatively forbids my going and insists on a complete and immediate cessation from all work. I have been looking forward with especial pleasure to meeting the Grain Dealers Association and discussing with its members certain suggested changes in our methods of crop reporting, and it is an intense disappointment to me that I am unable to come. I will send each member of the Association a printed copy of my intended address and hope to have an opportunity of personally addressing them either on the same or some other subject of live interest at a future meeting.

JOHN HYDE, Statistician.

WINNIPEG, MAN., Sept. 24th, 1902.

GEORGE A. STIBBENS, Esq.,

Secy. National Grain Dealers Assn., 77½ Traders Building, Chicago, Ill.

Dear Sir:—I regret exceedingly to have to inform you that it will be impossible for me to attend your Convention, as I understand it, at Peoria, Ill., on 1st, 2nd and 3rd of October next. I fully intended and expected to have been able to be with you at that date, but matters of importance have developed here making it utterly impossible for me to leave for the length of time required to attend your Convention.

I feel it is an opportunity that I should not miss and am extremely sorry that circumstances will not permit me to be there, but if at some future time you were holding a Convention during the summer of 1903, when our business here is pretty well over for the season I would be pleased to attend and do anything that I could to make your meeting or Convention a success.

Yours respectfully,
FRANK O. FOWLER, Secy.

Mr. Baxter: When I announce what we will have next I know we will be sure of order, because I know we will be well entertained, and I believe too that it will only be announced when the gentlemen

standing will come forward and be seated and listen to the address of our President, B. A. Lockwood, of Des Moines, Iowa.

Presidents' Address.

Gentlemen and members of the Convention.

Mr. Chairman:

This is the Sixth Annual Convention of the Grain Dealers National Association. To have gone South to the sunny climes where grows the cotton and the cane, and the fragrance of the jessamine and magnolia in ethereal softness fills the air and delights the soul of man, was our intention. That we could not go, caused some disappointment and regret yet the change seemed necessary in the judgment of your directors. May the time soon come when we may accept the hospitality of the genial people of Memphis, the beautiful city of the South. That we are thankful for the cordial and unselfish manner in which we have been urged to come to Peoria and make ourselves at home, is a mild way of expressing our feelings, and for this courtesy praise for Peoria, the typical northern city that she is, shall ever be heralded by the members of the National Association and her guests.

We meet under most favorable conditions. Each year having recorded advancement and this one to a very marked degree, for which we can be justly proud, and should congratulate ourselves.

Our motives and intentions being good, the territory represented so large, the interest so vast, that combined in harmony, and the resulting power directed in correct lines has made our influence effective in securing many needed reforms and improvements, yet we have not accomplished all hoped for.

There is life in our Association to the extent only that we are planning for the future and co-operating with enthusiasm for the execution of these plans. In justification for saying that the coming years work, should surpass what has been accomplished in the past twelve months, I would remind you that this year has been largely experimental in that it was apparent from the outset, there was sufficient work to occupy the entire time of a Secretary;—but it was not clear that there would be available the necessary means to pay him a salary commensurate with the position and importance of the work, hence the Secretary entered upon the year's work very much hampered. He knew full well the necessity for economy. He had the double task of doing the work for which the Association was primarily organized, and at the same time through energetic and persistent action, increasing the membership and thereby enlarging the income to a safe point where receipts would be equal to or greater than disbursements. We can readily see how much easier and how much more work can be done when his income is assured. For example—I would refer you to some State organizations whose secretaries have only to first sign receipts for dues and then a check for salary, all because their membership dues are paid willingly and promptly, leaving the rest of his time to be disposed of in lining up some erratic member, or other more pleasing work.

It goes without saying a man with a well filled pocket and belly has the call on the other fellow. I am not only glad but proud to say the conditions of our treasury and income for the coming year place us now beyond the experimental stage and I am sure the next year's records will show most satisfactory results.

I wish to refer in a general way to the object of our organization. The Preamble of our Constitution is simple and to the point. We are a body of grain men in a legitimate business. This is a broad and safe basis. We are to formulate rules and make laws as our judgment dictates is necessary to attain the best results for the trade. This means buyer and seller will be treated fairly and alike and consequently benefits will inure to consumer and producer as well.

The principle holds, the general grain trade cannot be benefitted without the producer and the consumer sharing in its benefits. That the grain business has improved and benefits have been attained to a very marked degree of satisfaction, is evidenced by your presence here and the cheerful and willing support given the work. It is therefore apparent the aim of our Association is true and that it is established on a broad and safe foundation.

The National work is along broad and general lines. Where any State Association finds work necessary to further their best interest, but which goes beyond their territory, and thus affects other associations, then it belongs to the National and justly so. That the National can work along these lines most effectively, there can be little doubt now from the records of the past years. With the large membership and wide influence of all affiliated associations sustaining us in the work, we command respect, and I am sure recognition in any market, or on any Board of Trade or Exchange. Thus far we have not been refused, but always treated courteously, and indeed in some ways we have been instrumental in lending aid to those bodies which we feel

free to say has been very gratefully received and acknowledged by them and we are destined to be a more potential factor in all their dealings with the public than we have been. That they will recognize our influence and power, there is no doubt.

It is indeed a pleasure and an occasion for us to be thankful for, that we can welcome to our membership the State Associations of Indiana, and of Southern Minnesota and South Dakota as affiliated associations, besides an increased membership of 100 per cent. in our regular membership lists, and with these additions to our membership, is added a cost satisfactory showing financially, of which I am sure we can feel proud and assured that the coming year's work will, in no way, be hampered for want of funds, as we certainly were this year.

I would like to emphasize to the members of State Associations that they are members in fact of the National, as much as they are of the State Associations, by reason of affiliation, and it is desirable that this be fully understood and appreciated, your vote counts one, the same as a regular member counts one.

Our Secretary's report will give a full and detailed account of the past year's work, and I trust will receive your critical attention, but I ask for him that you mingle with your criticism a goodly amount of just consideration and I feel sure after hearing what has been done and knowing what he has had to contend with, you will be satisfied with results of his work.

This has been a year of varied experiences in the grain business. Many new features have developed to even the oldest in the trade, but none of these innovations have in any way interfered with the progress in association work, but rather has proven the greater necessity for a strong organization. Corners and rumors of corners have been a constant theme from the beginning of the year until some almost consider them a necessity to the life of the trade, while others are disposed to think that injunctions are essential to the preservation of life to the trade. Neither of these positions are true, while both of them may have some features essential to an active market life. Our Association should use her influence and bring to bear her wisest councils to the end that all rules on exchanges should be fair and equitable to buyer and seller, whether he be a member of the Exchange, a man of small capital, a millionaire, an exporter, or a country shipper. Our Association should be so strongly entrenched and well founded in its principles and work, as to have co-operative influence in the making of rules and regulations on exchanges in all of our markets.

We need to exert our influence to the making of laws, rules and regulations whereby we will always have broad markets fully equal to the ever increasing business which becomes vaster and more stupendous year by year. Two contracting parties make the markets—buyer and seller. Each must be protected, while neither one can be limited more than the other without narrowing the market. But both must be covered alike justly and when any exchange finds it cannot control the conditions, then our Association should lend its influence in a legitimate way to remedy the evil, and I believe we have now arrived at a point in our existence where we are equal to just such occasions. If the State laws are not such as to sustain the exchanges in our large central markets in making rules whereby their membership can be governed, contracts enforced, and the business of the country as transacted on their floors be as firm and fixed as those governing the money of our Nation, then we should see, to it that the laws be amended, to give full and safe protection to the business which handles the great products of our Nation.

The past year has developed in many directions, wrath and indignation, at the sliding scale methods of inspection as practiced in some of our markets, and it is evident there is just grounds to demand practical reform. The inspection department, whether a State or exchange institution, should be conducted strictly under civil service rules and free from all personal, political and "pull" influences. If entirely free from such influences, should there be any differences in the grading of grain when the price of grain is high, under normal or abnormal conditions? I say—certainly not. Is there a manifest difference under present methods when markets are under stress, most certainly there is and it should be the business of this Association to work for improvement and eradication of such methods. Fixed and specific grades should be established and maintained from year to year. The same standard should govern and be applied, regardless of price or crop conditions.

Weighing in our terminal and central markets is one of the most important features of our work and I trust you will notice carefully what our Secretary says on this subject. And while you will be pleased with his work, yet I think you should give an expression sustaining it as well.

Following close in importance to Weighing and Inspection, is the police protection given to cars while standing on side-tracks and in yards and also the mutilating of grain doors and breaking

of car door seals by Inspectors. A rule requiring Inspectors to seal car doors under their private seal is desirable and being urged by the Association. The Secretary's report showing work along these lines, I trust will prove most satisfactory, and in some respects will be surprising to you.

Arbitration as established, has proven most satisfactory, as results show but two cases having been appealed from the State Associations to the National during the year. One of these cases has been passed upon by the Committee. Their decision affirmed the State Committee's ruling. This certainly speaks well for this form and way of settling differences among our members and demonstrates the wisdom of its adoption.

The National Board of Trade has extended a request that we join them by affiliation. This seems a question of great importance and should receive careful and deliberate consideration, and be passed upon by this convention. There are many other important features and items of interest in the work that will come up at this time for your consideration, and I bespeak for them your careful attention. May the work of this convention be carefully considered and judiciously executed and thus may our coming together be profitable and fraught with good results, and withal pleasant and agreeable that may be cemented.

President Lockwood: Now gentlemen, we will have to digress a little. We find our Secretary has some trouble with his throat and will be unable to give you his report which will be in regular order next. In order that we may not encroach upon the work tomorrow and Friday, we hope to carry out as much for today as the regular laid down program would include. Therefore, we have arranged that instead of hearing the Secretary's report we will hear from Mr. S. W. Yantis, of Buffalo. If you will kindly give your attention we will hear this paper.

S. W. Yantis, of Buffalo, read the following paper:

Inspection Departments Operating Under State Laws Should Be Placed Under Civil Service Rules.

Mr. Chairman, and Gentlemen of the Grain Dealers National Association:

I frankly own to the belief that the National Grain Dealers Association ought to be operated under civil service rules, whatever the needs of Inspection Departments under State law; I hardly think in that case it would have fallen to me to write this paper. Our worthy Secretary and his advisers may not have been subject to political pressure in their selection, but they have certainly shown a lamentable want of competitive trial, and it is quite within the bounds of possibility that they have allowed some other intended victim to be bought off. Truly a spectacle to awaken civil service effort!

Reports have long been rife concerning the influence of politics upon State Inspection Departments, and still more so, particularly of late, regarding variations in the contract grades of grain before, during and after corners in the option markets. It was but a few days ago that I saw in a Chicago market letter, written by a leading grain firm, a forecast of the future market in oats based on the prediction that present easy grading of Standard Oats will not last, and since then other letters from Chicago grain houses of equal or greater prominence have emphasized the fact that there has been a change in the grading,—that it is much easier. Of course there are not lacking expressions from those of a more radical frame of mind, who not only claim that politics are mixed in with the inspection of grain under State law, but even go to the length of saying that the whole system is rotten to the core; that the office of the Chief Grain Inspector is considered one of the "plums" (I quote verbatim) at the disposal of the Governor of the State, and is invariably given to some man for reward for political services, without reference to his knowledge of grain; that every time there is a change of administration almost the entire staff of inspectors on track and in the elevators is discharged and a fresh lot put in, many of whom know little or nothing about grain, and that it has always happened that when any one has cornered the market for any article the inspection department and its employees take the side of the cornering the market and against the interests

of the legitimate trade and the country shippers, by invariably raising the standard required, thus aiding in abetting the corner; that, later, after the purposes of the corner have been accomplished, the inspection is dropped and another lot of country shippers stuck who send grain in unsold.

Any state of affairs that would even remotely justify the bitterness of this attack is a plain indication of the necessity of at least a step in the direction of civil service, and I have no doubt that the maligned State Inspection Department, from the Chief down, would gladly join in any real, earnest effort to place the department under the operation of civil service rules. But in passing it may be remarked that it would really seem to be due the public to give grain the benefit of the doubt in close decisions on inspection, particularly in the atmosphere of corners.

The principles of civil service reform are too well known to require extended discussion. In New York State civil service reform has long passed the experimental stage, having been first applied under a State law in 1883, and is now being administered under what is known as "The White Law," adopted in 1899. This law governs the appointment and employment of all persons in the classified list in the employ of the State, and the counties and cities of the State, and provides for a non-partisan State Civil Service Commission appointed by the Governor, which Commission adopts general rules of procedure not inconsistent with the laws and the constitution; prescribes and holds appropriate competitive examinations to establish eligible lists for the various positions in the different State Departments, and when a vacancy occurs in any Department, and upon the request of the appointing officer, certifies for appointment the names of three persons standing highest upon the eligible list for such position, from among which the appointing officer must make a selection to fill the vacancy. The Commission must certify to all pay rolls to the effect that the compensation is lawful and the persons whose names appear thereon have been appointed or employed pursuant to law and the rules of the Commission adopted pursuant to law, and no warrant or check may be drawn by the fiscal officer in payment of the services of any appointee or employee without such certificate being attached to pay roll. This gives the Commission supervision of the rosters of the Departments and prevents unlawful appointment or employment.

The Civil Service Commission being a separate and disinterested body, concerned only in securing, by means of its examinations, competent persons, is much less likely to be influenced in making the test of a person's ability, and an absolutely fair and impartial standard is obtained.

In Buffalo the Civil Service reform system which has been in operation since 1883 is commended not alone by the public, but by the public officials. When in 1897 or '98 the civil service law seemed somewhat in jeopardy, letters were written by the heads of every bureau and department in the City protesting against any action by the legislature which would tend to abolish or weaken the law.

In the early days of civil service reform in New York State, when in its experimental stage, it met with some opposition, as all innovations do, but since its benefits have been demonstrated public sentiment is altogether in its favor, and it would mean defeat to any political party which would favor its abolition.

Any other system than that of civil service reform is permeated with favors conferred, which means debts to be paid.

The great political parties receive campaign contributions from corporations and interests representing great wealth. These contributions are not gratuitous; they expect and exact something in return; the party owes something to the corporations; officials owe their election or appointment to the favor of the party to which they belong; the subordinates owe their appointments to their superiors or to the favor of influential members of their party. All are bound together by ties of favors given and debts incurred, and when the corporation wants something paid on account the word goes down the line to the subordinate and he does the thing demanded. He does it not because he is dishonest, but because he must do it or get out, and nine times out of ten he does it without reflection, because he is usually the product of a system which demands his unquestioned obedience. The business of the State naturally suffers by such a system. The man who secures his appointment through influence depends upon the same influence to keep him there. He has not gained his position by showing special aptitude for it, but by "pull," therefore he shows no particular gratitude to his employer and no undue interest in learning and performing well his task, for he knows that his tenure of office depends not upon the manner in which he fills the position, but upon his party keeping in

power, so he spends more time in building party fences than in the work connected with his position. The administration of state or municipal business is notoriously extravagant when the civil service reform system is not used, and the reverse is true when the system is in operation.

In a bureau of the Department of Public Works in the City of Buffalo for a time when the civil service reform system was not being observed more than thirty unnecessary men were employed at a cost of nearly \$30,000.00 per year; when the civil service reform system was enforced the positions were abolished and the salaries saved to the city.

In another Department a large number of inspectors were employed; under civil service fewer inspectors were required and the work better performed, because the men appointed from the eligible list did better work and more of it.

Investigation shows that affairs administered under the civil service reform system are almost uniformly better and more economically conducted.

The purpose of the system is to divorce politics from business; to obtain competent public servants, whose appointment and terms of service depend solely upon their own ability, honesty and faithfulness and not upon the pleasure or temporary supremacy of a political party; to make the employee independent of any pledge or indebtedness to a political party for his appointment which might warp his judgment or influence his conduct in connection with the performance of his duties; to improve the public service by retaining in office trained and experienced public servants irrespective of political changes in the government; to encourage ability and faithfulness by making promotions according to fitness and merit, and in securing a higher grade of public servants by encouraging ambitious and able men to seek the public service knowing that their appointment and retention in the service depends upon themselves and not upon political favor.

All will admit that these conditions are greatly to be desired, and in New York State they have been largely, if not wholly, accomplished. The State has been fortunate in having able, conscientious men upon its civil service commission, who have honestly and fearlessly administered its laws. The laws at first were crude and may not now be perfect, but the system has been developed and extended until now the general public, and public officials themselves admit great public good and benefit are derived from the system.

The great stampede and clamor for office upon a change of administration are eliminated, and the official and the employee are both able to give their time to the administration and business of the government without the distracting demands for political rewards.

Perhaps the greatest benefit derived from the system is the independence of the employee who receives his appointment through competitive examination. He takes his place unpledged and under no obligations to the appointing officer. He knows this, and his superior appreciates it, and the temptation to bring pressure to bear upon the subordinate to do something he should not do becomes remote, for there is greater danger to the tempter than the tempted when the latter is honest and independent.

Why should not a system that has been tried and proven to be a benefit applied to the State Inspection of grain? It has raised the plane of other departments, why not this? I am convinced that the present morale of the State Grain Inspection Department, and the present operation of the same, furnish the best results possible under the circumstances, and that promotions in the department are based on real desire to furnish the best service and real effort to serve the public,—but it is not civil service reform. In my judgment the force having in charge the inspection of grain is peculiarly one which should be as far removed as possible from influence. It should be surrounded by all attainable safeguards and protected to the last degree against any improper uses, since if it is susceptible to corrupt influences, or an inspector is complicit in the discharge of his duties, the most widespread harm to the public results. Let the assistant inspectors and helpers and all subordinate employees be appointed according to merit, as disclosed by competitive examination, conducted by a disinterested commission.

The ideal plan is to place the inspection of grain in every State under civil service rules through a federal commission, thus securing absolutely uniform grading for the entire country. TO RECAPITULATE:

1. The present system at its best leaves much to be desired.
2. The department is controlled more or less by politics or selfish interests opposed to the public welfare.

3. The employee owes his position directly to the department employing him, or the commission back of that department.

4. He is under obligations to his employer, as always outside of civil service operation.

5. Self-interest influences him to do the thing his employer wishes; he is not a free agent.

6. Civil Service Reform is good.

7. Through it competent employees are obtained.

8. Such employees, securing their employment on their own merits, are independent.

9. Being independent they are not so susceptible to an influence to do wrong, as they would be if they owed their positions to their superiors in office.

Finally the conclusion is irresistible, that civil service reform method is most desirable, and being so should be applied to the State inspection of grain.

It is to be hoped that the Association will take steps promptly to inaugurate agitation looking to the extension to the State Grain Inspection Department of this system.

In conclusion I must acknowledge my indebtedness to Mr. William B. Dickinson, of Buffalo, ex-Secretary of the Buffalo Division of the New York Civil Service Commission, for material assistance in the preparation of this paper.

At the conclusion of Mr. Yantis' paper, Mr. H. S. Grimes, Portsmouth, O., said:

Mr. President, it strikes me the articles just read should not be overlooked. Some action should be taken in order to bring it before the Convention in such a way that it can be discussed, and it is worthy to be taken up and properly handled. Therefore, I move, Mr. President, that a committee consisting of Mr. Yantis as Chairman, be appointed by the chair to bring in such resolutions as may act upon the suggestions he has given us. Seconded and carried.

Mr. J. A. King, Nevada, Iowa, made the following motion: I move that all resolutions offered, before being acted upon by this Convention, be referred to the proper committee. Seconded and carried.

President Lockwood announced a meeting of the Division of the Illinois Association formed at Springfield, Sept. 23rd, including all dealers on the I. C., Wabash, C. & A., C. P. & St. L. and I. D. & W. Rys., at 7 p. m., at the Fey Hotel Parlors.

The President announced a meeting of the Indiana Grain Dealers Association in Committee Room No. 5, at 9 a. m., sharp, Thursday, Oct. 2nd, 1902, also a meeting of the Chief Grain Inspectors Association at 8 p. m., Oct. 1, at the National Hotel.

The President also read an announcement that the Peoria Corn Carnival Co. tendered a cordial invitation to the Grain Dealers National Association to visit the Corn Palace last evening.

After listening to a cornet solo, the meeting adjourned to 10 a. m., Thursday.

From Iowa.

Addition to list in Daily Grain Dealers Journal, Oct. 1.

J. W. Smith, Laomi.
W. G. McDougal, (Armour Grain Co.), Des Moines.

R. W. Harper and wife, Des Moines.
Miss M. J. Pattison, (Iowa Grain Dealers Association), Des Moines.

T. F. O'Leary, (W. H. Merritt & Co.), Des Moines.

C. F. McCarty, Des Moines.

B. F. Johnson (Johnson & Swenson), Roland.

B. Swenson (Johnson & Swenson), Roland.

G. H. Elliott, Whiting.

E. M. Cassidy, Whiting.

P. C. Carlson, Farnhamville.

Milo Ward, Des Moines.

L. T. Spangler, Atlantic.

L. K. Deal, Des Moines.

J. L. Patton, Dexter.

T. A. Kyle, Shenandoah.

C. H. Casebeer, Des Moines.

J. E. Clarkson, Burlington.

From Indiana.

Addition to list in Daily Grain Dealers Journal, Oct. 1.

John R. Gray (John R. Gray & Co.), Indianapolis.

B. B. Minor, Indianapolis.

F. M. Murphy, Indianapolis.

C. G. Egly, Berne, Ind.

A. E. Reynolds, Crawfordsville.

C. Rider, Kentland.

W. R. Breckenridge, Otterbein.

W. W. Alder, Lafayette.

Joe T. Gehring, Indianapolis.

D. A. Lawson, Pine Village.

A. M. Ludeman, Wolcott.

J. M. DeBolt, Wolcott.

J. S. Henry, Wingate.

V. L. Anderson, Oxford.

C. A. Monahan, Portsmouth.

A. W. Loughry, Monticello.

J. A. Washburn, Remington.

T. J. Harrington, Remington.

Lloyd Million, Burnetts Creek.

G. W. Friday, Idaville.

F. F. Summers, Ambia.
Mr. Harlan, Ambia.
W. Samuel, Boswell.
E. C. Laughlin, Boswell.
J. J. Hollowell, Jamestown.
W. B. Foresman, Glen Hall.
O. G. Smith, Morocco.
W. W. Wilson, Sheldon.

From Ohio.

Addition to list in Daily Grain Dealers Journal, Oct. 1.

Chas. G. Smith, (Cleveland Elevator Bucket Co.), Cleveland.

C. R. Hunter, Mechanicsburg, O.

A. M. Rawn, (J. J. Coon), Toledo, O.

O. J. Chamberlain, North Lewisburg, O.

R. F. Chenoweth, London, O.

C. F. Barnhouse, Morral, O.

C. E. Van Leunen, (The Van Leunen Co.), Cincinnati.

B. W. Dulaney, (J. Chas. McCullough), Cincinnati.

C. Knox, Toledo.

H. Harris, Antwerp.

From St. Louis.

Frank E. Eichler, (Modern Miller).

F. H. Gieselman, (Chris. Sharp Com. Co.)

S. T. Marshall, (G. L. Graham & Co.)

W. K. Ewing, (Morton & Co.)

S. S. Carlisle, (Connery Commission Co.)

W. H. Karns, (Daniel P. Byrne & Co.)

Thos. J. McClellan.

C. A. Dayton (Calumet Grain and Elevator Co.)

J. M. Parrott (B. H. Lang & Co.)

From Texas.

J. P. Harrison, (President Texas Grain Dealers Association), Sherman.

H. B. Dorsey, (Secretary Texas Grain Dealers Association), Weatherford.

G. J. Gibbs, Clifton.

C. F. Gribble, Sherman.

W. O. Brackett, Sherman.

S. H. Ranson, Ft. Worth.

W. L. Pitts, Marshall.

MILLS BROS.
GRAIN AND COMMISSION
ROOM 47 CHAMBER OF COMMERCE
PEORIA, ILL.

C. A. BURKS
GRAIN ELEVATOR BROKER
MERCHANTS EXCHANGE
DECATUR, ILL.
IS AT THIS MEETING

When You want to Consign or Sell

CORN, OATS, RYE, WHEAT OR BARLEY,

Try S. W. Yantis

He is at the meeting.

BUFFALO, N. Y.

VAN TASSELL & BUNN

GRAIN COMMISSION MERCHANTS

TRACK BUYERS AND SHIPPERS

ROOMS 44 AND 46 CHAMBER OF COMMERCE

PEORIA, ILLINOIS

From Illinois.

Addition to list in Daily Grain Dealers Journal, Oct. 1.

F. M. Baker (Baker & Traxler), Chicago.
Geo. B. Powell, (Chief Clerk Illinois Grain Inspection Department), Chicago.

C. A. Burks (Burks Grain & Elevator Co.), Decatur.

J. H. Karstens, Chicago.

John J. Leonard, (Geo. H. Sidwell & Co.), Chicago.

Sam Finney, (Churchill & Co.), Chicago.

John F. Howard, (Merrill & Lyon), Chicago.

Henry Stanbery, (Illinois Inspector of Millers National Insurance Co.), Chicago.

Frank G. Coe, (Glucose Sugar Refining Co.), Chicago.

F. E. Winans, Chicago.

F. D. Austin, (Scribner, Crighton & Co.), Chicago.

M. J. Hogan, Seneca, Ill.

J. Beggs, (W. F. Johnson & Co.), Chicago.

E. R. Ulrich, Jr., Springfield, Ill.

Jos. E. Bidwill, (Chief Grain Inspector), Chicago.

H. I. Baldwin, Decatur, Ill.

Ross Hockaday, Oreana, Ill.

P. H. Hayes, Galesville, Ill.

W. A. Williamson, Saunemin, Ill.

H. H. Newell, Bloomington, Ill.

Geo. S. Green, (Illinois Seed Co.), Chicago.

Frank W. Hotchkiss, (Alton Grain Co.), Chicago.

H. A. Foss, (Board of Trade Weighmaster), Chicago.

Geo. J. LeBeau, (Weighing Department), Chicago.

J. J. Fones, (Lasier & Hooper), Chicago.

J. H. Wilson, (Pratt & Buckley), Chicago.

O. T. Wilson, Morris, Ill.

Jas. Bruce, Marseilles, Ill.

J. A. Jamieson, Marseilles, Ill.

B. L. Coon, (The Churchill-White Grain Co.), Chicago.

W. M. Christie, (L. H. Manson & Co.), Chicago.

H. M. Bragg, (Pratt & Buckley), Decatur, Ill.

G. W. Bishop, Palestine, Ill.

P. O. Bryant (Ideal Car Loader Co.), Allenville.

J. R. Martin (Ideal Car Loader Co.), Allenville.

M. L. Vehon (Rosenbaum Brothers), Chicago.

J. B. Carson, Purdue.

O. G. Hopkins, Purdue.

A. W. Shepard, El Paso.

M. E. Cook, Chicago.

E. F. Verry, Armington.

F. E. Stevers, Chicago.

Frank E. Gulick, Chicago.

Dean L. Moberley, Windsor.

Wm. Ritchie, Warrensburg.

C. H. Faith, Warrensburg.

J. A. McCreery, Mason City.

B. F. Traxler (Nash-Wright Co.), Chicago.

Thos. Costello, Maroa.

J. R. Wagner, Metamora.

V. P. Turner, Pekin.

H. C. Goebet, Jacksonville.

W. H. Council, Williamsville.
S. J. McTiernan (Huntley Mfg. Co.), Chicago.

J. P. Woolford, Galton.

A. L. Hardin, Charleston.

C. D. Dillin (Neola Elevator Co.), Chicago.

Fred S. Smith (Neola Elevator Co.), Chicago.

Henry L. Goemann (Goemann Grain Co.), Chicago.

G. B. Dewey (Calumet Grain & Elevator Co.), Chicago.

C. A. Dryer, Champaign.

Samuel Mosiman (Roberts, Moschel & Mosiman), Morton.

E. M. Wayne, Delavan.

C. H. Thayer (W. R. Mumford Co.), Chicago.

W. G. Ludwig, Secor.

G. L. Merritt, Varna.

J. F. Roadman, Lodge.

R. M. Fuller, Fidelity.

G. H. Hubbard, Mt. Pulaski.

Samuel Mangas, Hartsburg.

W. J. Coyle, Chicago.

L. Lamoreaux, Thawville.

G. Foreman, Thawville.

F. B. Ford, Chicago.

E. J. Wells, Pekin.
V. P. Elmore, Pekin.
Geo. Mallett, Lombardville.
A. E. Wood, Chicago.
C. C. Cornwall (Barnard & Leas Mfg. Co.), Moline.
J. H. Herron, Sidell.
Harvey Defenbaugh, Reading.
C. G. Sauer, Dona.
Hal Greeley, Chicago.
B. S. Williams, Sheffield.

From Minnesota.

E. A. Brown, Luverne, Minn.

Constant's Exhibit.

The B. S. Constant Co. has models of its Safety Platform Pump and the Constant Grain Feeder.

D. G. Eikenberry is in charge.

Gas Engine Exhibit.

The McMillan Motive Power & Construction Co. has a 6 horse-power gasoline engine on exhibition. Mr. P. T. Mowry is in charge.

C. G. EGLY **BERNE, INDIANA**
REPRESENTING
BERNE GRAIN AND HAY CO.
BERNE AND GENEVA, IND.
WITMER GRAIN CO.
GRABILL, IND.

IS AT THIS MEETING

Members of the National Grain, Hay and Coal Associations.

Grabill, Ind., on Wabash R. R.
Berne and Geneva, Ind., on G. R. & I. R. R.

DO NOT FAIL TO INSPECT
EXHIBIT OF SHELLERS
CLEANERS AND ELEVATOR SUPPLIES
BY
MARSEILLES MFG. CO.
IN EAST END CORRIDOR OF COLISEUM

REGULAR GRAIN RECEIVERS OF PEORIA

T. A. GRIER & CO.
Grain Commission
Merchants

TRACK BUYERS AND SHIPPERS

Rooms 18, 20, 22, 28 and 31 Chamber of Commerce
PEORIA, ILL.

We have Bartlett, Frazier & Co's private wire to Chicago, Boston, New York,
St. Louis and Kansas City. Continuous Chicago markets.

Tyng, Hall & Co.
GRAIN COMMISSION

33-35 Chamber of Commerce
Correspondence Solicited. **PEORIA, ILL.**

C. H. Feltman
GRAIN COMMISSION

Consignments of Regular Dealers
Solicited
PEORIA, ILLINOIS

BUCKLEY, PURSLEY & CO.

GRAIN

Room 10, Chamber of Commerce
PEORIA, ILL.

ESTABLISHED 1863

FRANK HALL & CO.

SUCCESSORS TO

E. S. EASTON & CO.
GRAIN AND COMMISSION

CONSIGNMENTS OF AND ORDERS FOR GRAIN SOLICITED

324 S. Washington St., **PEORIA, ILL.**

J. M. Quinn & Co.
GRAIN

Receivers and Shippers

Rooms 15 & 16 Board of Trade
PEORIA, ILLINOIS

PRATT & CO.
GRAIN COMMISSION MERCHANTS

26 Chamber of Commerce. M. B. Pratt, Mgr.

PEORIA, ILL.

Pratt & Buckley, Pratt & Co., Pratt & Co.,
Chicago. Decatur, Ill. Buffalo, N. Y.

P. B. & C. C. Miles

GRAIN COMMISSION MERCHANTS

BUYERS AND SHIPPERS

36 and 37 Board of Trade
PEORIA, ILL.

ESTABLISHED 1875

Our long experience in the
grain trade warrants us in
offering shippers the most
COMPETENT, RELIABLE
and RESPONSIBLE SER-
VICE.

OUR ACTIVE FORCE

PHILO B. MILES

CHAS. C. MILES

JOSEPH C. MILES

BENJ. E. MILES

WILLIAM S. MILES

WARREN & CO.

GRAIN

COMMISSION MERCHANTS

Rooms 7 and 9 Chamber of Commerce
PEORIA, ILL.

S. C. BARTLETT

W. H. BARTLETT

S. C. Bartlett & Co.

Grain and Commission

PEORIA, ILL.

BARTLETT, KUHN & CO.
Evansville and Terre Haute, Ind.

BARTLETT, FRAZIER & CO.
Chicago, Ill.

Secretary's Report.

(Continued from page 349.)

injuring the St. Louis market in any way, but in order to assist them in thoroughly establishing a system of weighing similar to that already in existence in Kansas City, Mo., and Chicago, Ill., to which there has been no opposition from the laws of the states named nor by the shippers of grain to those markets. It would seem reasonable that, if the Kansas City Board of Trade could take full charge of the weighing in that market, the same could be done in the St. Louis market, where they

L. B. Brinson, Pres. B. L. Slack, Treas.
E. L. Waggoner, Vice-Pres. H. L. Brinson, Sec'y

BRINSON-JUDD GRAIN CO.

205, 206, 208 Chamber of Commerce
ST. LOUIS, MO.

Consign your WHEAT, CORN, OATS, RYE,
BARLEY and HAY to us and you will receive
best results obtainable in our market.
SHAKE HANDS with our Mr. T. C. Taylor
at the meeting.

operate under the same laws as in Kansas City, except, possibly, the city ordinances that are in vogue in St. Louis. The part that the Railroad & Warehouse Commission of Illinois are taking in the weighing proposition at East St. Louis, is so very inconsistent that it has brought about universal comment, seeing that for many years past they have in no way paid any attention to the matter in East St. Louis, as soon, however, as the Merchants Exchange Weighing Bureau was inaugurated the Railroad & Warehouse Commission, on account of some extraordinary influence brought to bear upon them, placed State Weighers in the public elevators and attempted to place weighers in private elevators, presumably to defeat the objects of the St. Louis Merchants Exchange. I can only form two conclusions in regard to the matter and one is that certain operators of elevators at East St. Louis prefer incompetent political supervision to just and equitable supervision, which undoubtedly the Merchants Exchange of St. Louis would furnish to all parties interested, or is it that an election in Illinois is to take place in November next and it was thought that a few places might possibly be provided for political workers in order to help out the election of certain people (or some politicians).

The governor of this state was interviewed and requested to have the Railroad and Warehouse Commission keep their hands out of the weighing in East St. Louis, but for reasons unknown to us, State Weighers were installed in that market. As this is strictly an Illinois mat-

ter and comes under the jurisdiction of this state it would be wise and proper for the grain trade of the great state of Illinois to see to it that representatives to the legislature are elected, this fall, solemnly pledged to repeal all obnoxious laws relating to the inspection and weighing of grain.

SEALING OF CARS.—Having investigated, to some extent, the present system of sealing cars and find that the system now in vogue does not protect the property contained in the cars because the system consists of taking a record of the seals upon cars' arrival or departure from the various yards. If seals are broken upon or after arrival they are replaced with seals of the yards the cars are in, one number sufficing for all the cars in the yard. Consequently, a seal might be broken and replaced several times during the car's stay in that particular yard and when it left that yard the same seal number (but by no means the same seal which it received when it reached that yard) would be on the car. I believe that a better method would be to do away with duplicate seal numbers giving each yard a sealing iron of its own which designated the number of the yard, each yard being numbered according to the distance it is located from the main station, i. e., a yard ten miles from the main station would be number "10," and this number would appear upon the lead of the seal (having been impressed there by the sealing iron in addition to the number on the tin part). The numbers on the tin should be consecutive so as to prevent all possibility of duplicating; of course, it will be necessary to renew the series, after they had reached the limit of convenience. To make this system effective it would be necessary to take a record of every seal that is put on a car and the reason for breaking the former seal.

I believe that this is a matter that deserves the careful attention of the grain trade and of the railroads. On account of the imperfect system of sealing cars, in vogue at this time, it is impossible to secure from the various railroads a complete record of the seals on cars from point of origin to destination and claims cannot be collected on account of seal being broken. Besides you cannot secure information as to where and when the seals were broken.

This matter will be properly placed before the various railroad officials of the different roads with the view of inducing them to adopt a system of this nature in order to give better protection to the shippers of grain.

UNIFORM CONFIRMATION OF PURCHASE.—In the past six months I have had considerable correspondence with Chicago track bidders in regard to adopting a uniform confirmation in the purchase of grain in the country. A large number of them are favorable to adopting a uniform contract but on account of the various opinions offered by the different parties concerned, I have been unable to bring about a general agreement and I believe the only way it can be brought about is by a meeting of the track buyers in order to give them an opportunity to discuss the important feature of such a contract of confirmation. They will, in the near future, be given an opportunity to attend a meeting for this purpose. I have had legal advice in regard to this matter and a contract along these lines has been published in the Grain Dealers Journal, giving the form that has been discussed by the different track bidders of Chicago and also giving some legal advice in regard to the matter. I would suggest that the track bidders present at this convention have a conference in regard to this matter before we adjourn in order to bring about, if possible, a uniform contract. If this could be done it would save a great deal of annoyance and considerable litigation and the bidders would soon be able to educate the trade to sign a duplicate confirmation when selling grain and return one copy to the buyer.

ASSOCIATIONS AFFILIATED.—The five local divisions of the National Association in the state of Indiana, on the 25th of last January, were merged into one state association and upon consummation of the state organization it voted to affiliate with the National, and there has been quite an increase in the membership of that state organization. The South Minnesota and South Dakota Association on July 15th last also voted to affiliate with the National, and this organization now covers every important grain growing state, except Nebraska. The membership of affiliated associations in some states shows a light decrease and in other states

DANIEL P. BYRNE & CO.

Successors to

Redmond Cleary Com. Co

Established 1854.

Incorporated 1887.

Grain, Hay and Seeds

CHAMBER OF COMMERCE, ST. LOUIS, MO.

John Mullally Commission Co.

Chamber of Commerce, St. Louis, Mo.,

Wants your **Grain, Hay and Seed** Shipments.

ESTABLISHED 1834.

INCORPORATED 1887.

Members of St. Louis Merchants Exchange and Chicago
Board of Trade.

CONNOR BROS. & CO.

Receivers and Shippers of

Grain and Hay.

We give special attention to orders for futures.

Members of Grain Dealers' National Association.

46 Gay Building,

ST. LOUIS, MO.

quite a large increase. The affiliated state and local organizations have the following membership:

| | |
|---|-----|
| Ohio Grain Dealers Association | 237 |
| Indiana Grain Dealers Association | 251 |
| Illinois Grain Dealers Association | 374 |
| Iowa Grain Dealers Association | 382 |
| Kansas Grain Dealers Association | 250 |
| Texas Grain Dealers Association | 125 |
| South Minnesota & South Dakota Grain Dealers Association | 157 |
| Grain Dealers Union of Southwestern Iowa & Northwestern Missouri | 98 |
| Oklahoma & Indian Territory Grain Dealers Association | 125 |
| Country Members of National Associa- tion in Unorganized Territory | 4 |

| | |
|---|-------|
| Total | 2,003 |
| Withdrawals | 5 |
| Members of National who have died during the past year | 6 |
| Affiliated members who died during the past year | 1 |

The membership among the receivers, track buyers and brokers in the various markets is 186, making a total individual membership of 2,189. The Southwestern Iowa Grain Dealers Association, at the last annual meeting, was reported as having affiliated but paid no dues and they are in the same position now, consequently, they are not counted in our membership. We have three individual members in unorganized territory who are in arrears in dues. I am pleased to report that not a single individual member among the receivers, track buyers and brokers are delinquent in dues. The delinquent dues of affiliated associations are \$419.00.

FINANCES.—You are all probably aware that, when I was elected to my present position, the financial income of this organization had never been sufficient to carry on aggressive work. The first important thing I found necessary, upon assuming the duties of the office, was to make an extra effort to increase the membership in order to secure a sufficient revenue to defray the expenses of the organization and carry on the work that was expected to be done in terminal markets by this association. How well I have succeeded with the funds that I had at my command I leave for you to judge. Had

there been more funds at my disposal, a great many more things could have been accomplished than have been and as the organization is now on a financial basis that will allow it to broaden its work a greater work can be carried on during the coming year than in all the years preceding.

INCREASE OF MEMBERSHIP.—It is very gratifying to me to be able to state that I have been able to increase our membership among the receivers more than 125 per cent. Had it not been for the change in the location of holding this convention, I candidly believe that we would have been able to have increased our membership at least 150 per cent. In my opinion this meeting will result in doubling our membership the coming year, as the receivers in all markets are becoming interested in this organization and are learning that it is doing a work that cannot be done by any other organization, and it is at all times endeavoring to remedy evils existing in the terminal markets by securing better weights, inspection and protection of railroad yards. This work can

only be done by an organization that has the undivided support of the entire grain trade.

IF YOU WANT...

To Buy Wheat, Oats, Corn, or
other Grain communicate with

BENTON GRAIN CO.

KANSAS CITY, MO.

Careful and prompt attention given all orders.

The H. L. Strong Grain Co.

Capital Stock \$25,000.00 Fully Paid.

GRAIN AND COMMISSION

Operate 30 country buying stations
in Southern Kansas and Indian
Territory.

Main Office Board of Trade,

Kansas City, Mo.

**"MAKE UP YOUR MIND WHAT YOU
WANT AND THEN GO AFTER IT, AND
KEEP AFTER IT UNTIL YOU GET IT."**

You will do well to correspond with

Corbin Commission Co.,

Kansas City, Mo.

Handlers of Grain, Seeds, Etc.

Ernst-Davis Grain Co.,

KANSAS CITY, MO.

Orders for Grain for future delivery executed in any
market. Consignments given special attention.

Members Kansas City Board of Trade, Chicago Board of
Trade and St. Louis Merchants Exchange.

We
Sell

BRAN

Can make prompt or deferred shipment.
Ask for prices delivered your city.

Correspondence Solicited.

Wayland-Wright Grain Co.,

Kansas City, Mo.

W. W. ALDER

CONSIGN YOUR GRAIN AND
FEED TO A STRICTLY

COMMISSION MERCHANT

OUR SPECIALTIES

Quick Returns and
Careful Guarding of
Our Shippers' Inter-
ests.

Correspondence
Invited.

Write for Buffalo Market
Letter.

**81 Board of Trade
BUFFALO, N. Y.**

C. A. King & Co.

The Golden Rule Grain and Clover Seed Dealers, of
Toledo, wish all the members of the

Grain Dealers' National Association

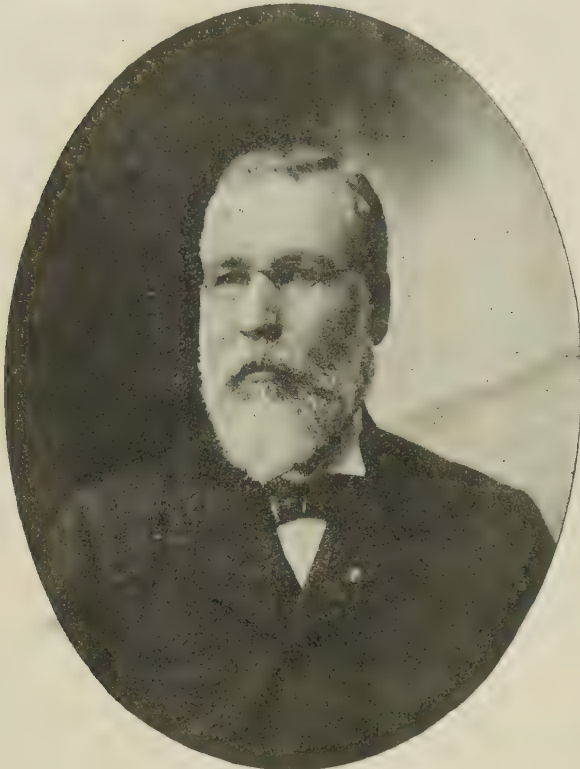
increased and perpetual prosperity.

ZAHM OF

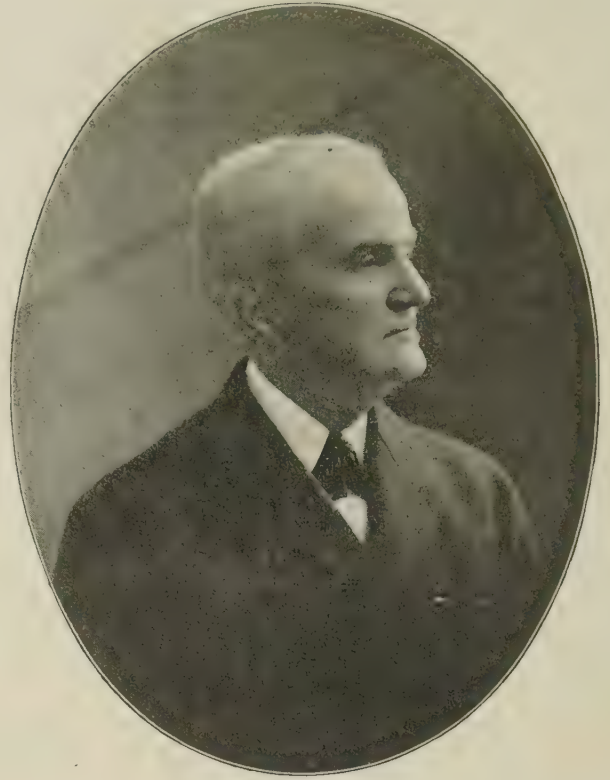
TOLEDO, OHIO

handles grain and seeds for regular dealers (but not for
scoopers or farmers.)

Ask for our daily Red Letter—Free.



J. W. Gift, Peoria, Ill.,
President Board of Trade.



R. C. Grier, Peoria, Ill.,
Secretary Board of Trade.

ESTABLISHED 1882.

C. P. Blackburn & Co.

COMMISSION MERCHANTS

Grain Receivers and Exporters

BALTIMORE, Md.

Offices:

Chamber of Commerce

Chas. England & Co.
COMMISSION MERCHANTS
GRAIN, HAY, SEEDS
32 South Holiday Street BALTIMORE, MD.

G. P. ROSE & COMP'Y
OPERATING
L. & N. Terminal Elevator.
WHEAT BUYERS. GRAIN DEALERS.
Nashville, Tenn.

LOUIS MULLER CO.

Grain Receivers and Exporters

BALTIMORE, MD.

G. B. McCABE

16 Produce Exchange
Toledo, Ohio

does not send out card bids, but if you have anything in the line of off grade **Grain** or **Seeds** to ship that way, he will do you good.

More than thirty years experience has taught him what shippers want.

HALLIDAY

WHEAT CORN OATS

Ask for Bids

H. L. HALLIDAY MILLING COMPANY

Cairo, Ill.

C. A. Foster

McCance Block, Cor. 7th Av. & Smithfield St.

Pittsburg, Pa.

FEED

GRAIN

HAY

Consignments Solicited

REFERENCE: Colonial Trust Co., Pittsburg, Pa.

Don't Miss the Greatest

Hippodrome

Performance ever Witnessed
in any Land

TO-NIGHT COLISEUM
AT THE

Admission \$20

Regular Grain Dealers Free

Mlle. Bucklee and her World-Famous Troupe of Bare-Back Riders will ride anything from a Zephyr to a Volcano.

GO AND WITNESS THE TREAT OF A LIFETIME.

ESTABLISHED 1872.

R. S. McCAGUE

WHOLESALE DEALER IN

GRAIN, HAY, MILL FEED,
PITTSBURG, PA.



E. L. ROGERS.

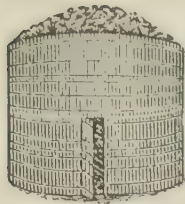
E. L. ROGERS & CO.

PHILADELPHIA, PA.

Are represented at the Annual Meeting of the Grain Dealers National Association by Mr. E. L. Rogers. He will be glad to meet you.



Bird's Eye View of Business Portion of Peoria, Illinois River in Background.

**CORN CRIB**

HOLDS 400 BUSHELS.

Can be set up in ten minutes and when empty can be used for fence. Dealers everywhere handle them. Address. Mention this paper.

Denning Fence Works
CEDAR RAPIDS, IOWA

E. J. RUD,
Builder and Designer of
Grain Elevators.

Plans and Specifications Furnished. Day work a specialty. Fourteen years' experience. Well posted on latest improvements.

521½ Cedar Ave., Minneapolis, Minn.

P. H. PELKEY

Contractor and Builder of

Grain Elevators.

REPAIRING AND REMODELING A SPECIALTY.
Plans and estimates furnished.

WINFIELD, KANSAS.

STEEL STORAGE

TANKS

STEEL PLATE
WORK OF ALL
DESCRIPTIONS.

THE GIRARD BOILER & MFG. CO.
GIRARD, OHIO.

Have you the

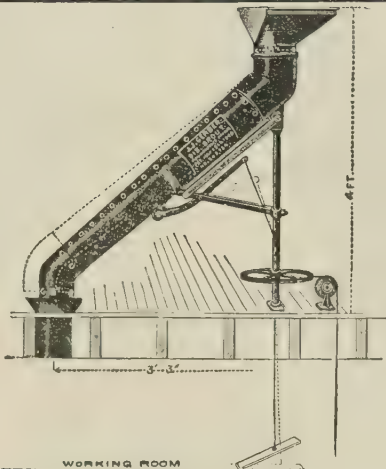
GERBER IMPROVED**DISTRIBUTING SPOUT**

in your elevator. If not, try one and be convinced that it is the best Spout you can have in your elevator.

Patented May 15, 1900, Feb. 18, 1902.

BEWARE OF INFRINGEMENTS.

ELEVATOR SPOUTING A SPECIALTY.

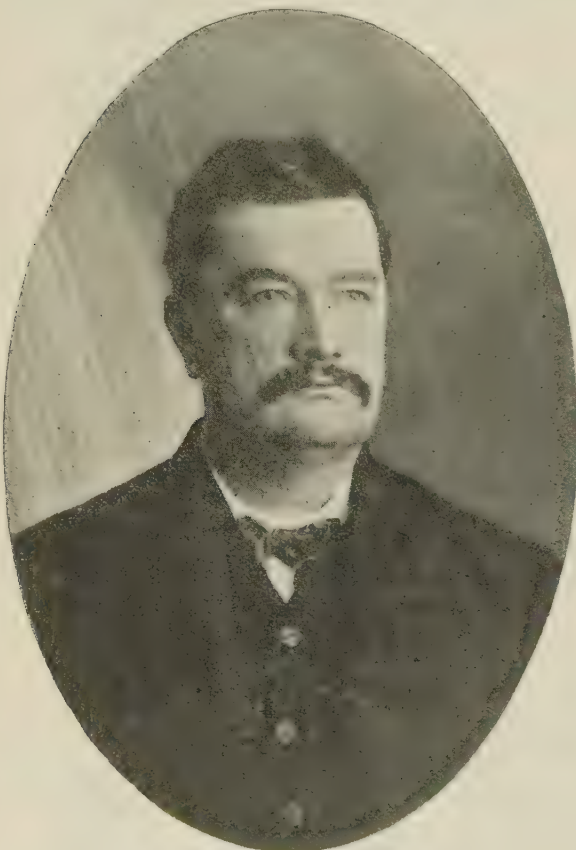
JAMES J. GERBER**MINNEAPOLIS, MINN.****Pittsburg Steel Shaffing Co.****TOLEDO, O.**

Complete Grain Elevator
Equipment.

Agents for "Western"
Shellers and Cleaners.

Manufacturers of Shaft-
ing and "No Heat"
Babbit.

WRITE US.

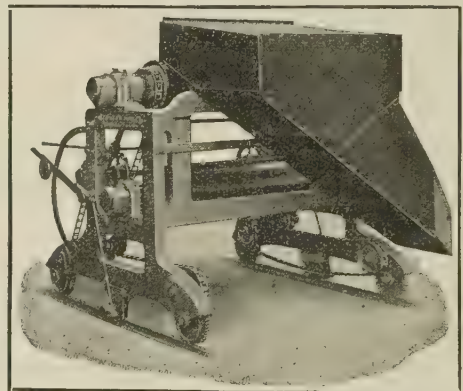


G. J. Gibbs, of Clifton, Texas,
President Texas Grain Dealers Association.

WEBSTER M'F'G CO.

Established 1876.

Incorporated 1882.



ENGINEERS, FOUNDERS AND MACHINISTS.

Manufacturers of Up-to-Date

**Grain Elevator and Power Trans-
mitting Machinery.**

Our New Catalogue "M" of Elevating and Conveying
Appliances will be sent upon application.

GENERAL OFFICE AND WORKS:

1075-1097 WEST 15th ST., CHICAGO.

EASTERN BRANCH:

38 DEY STREET, NEW YORK CITY.

FIRE INSURANCE

MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.
Insures Mills, Elevators, Warehouses and
Contents. Oldest Flour Mill Mutual
in America. Saved to Members
nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

Reliable Insurance...

on Modern elevators and Contents can be
secured at about one-half the rates
charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

CHARTERED, 1865 ASSETS, \$2,721,893
NET CASH SURPLUS, \$469,382.27
W. L. Barnum, Secy.

The Grain Shippers Mutual Fire Insurance Association

of Ida Grove, Iowa,

has not only saved its
policy holders 33 $\frac{1}{3}$ %
during the past five
years on the cost of
their insurance, but is
now located in one of
the finest two story
office buildings, which
it owns, in western
Iowa.

Having amended our Ar-
ticles of Incorporation, to
permit our doing business
in other states, we shall
soon have our supplies
ready for writing any good
risks in any state.

Risks in force \$3,750,000

Any interested, address

F. D. Babcock, Sec'y,

Ida Grove, Iowa.

To All Grain Dealers.

The recent radical advance in fire insurance rates has convinced the undersigned that there is now a requirement and demand for a Mutual Fire Insurance Company to write country elevator risks, conducted upon economical business principles, by experienced underwriting ability, and for the sole benefit of policyholders. With risks selected and regularly inspected, and the property owner a beneficiary in its success, it is evident from all experience that the average quality will be higher, and the expense ratio lower than in the companies now writing the business. If this position is right, and it has proven right in several lines of business, notably the flour mill interests, then the formation of a Grain Dealers Mutual is now imperative, and we believe will result in a less cost for insurance. With the close margins and economical methods required in the grain business, and the values each owner has at stake, none can afford the rates now charged, and carry a sufficient protection.

Therefore, we have taken the preliminary steps to organize the Grain Dealers National Mutual Fire Insurance Company of Indianapolis, Ind. We give the movement our full indorsement, and agree to give it the necessary attention until it has been chartered, and ready for control by its members.

The quicker the necessary volume of business is secured for organization, and then the greater the number of risks and territory covered, the more economical and substantial will be the company. So it is now for the elevator men to say by their patronage if there shall be such a company.

The signers up to date are:

Theo. P. Baxter of Taylorville, Ill.
H. N. Knight of Monticello, Ill.
A. E. Reynolds of Crawfordsville, Ind.
J. W. McCord of Columbus, Ohio.
H. S. Grimes of Portsmouth.
Charles S. Clark of Chicago.
W. H. Council of Williamsville, Ill.
J. N. Hairgrove of Virden, Ill.,
H. M. Allen of Troy, Ohio.
Studebaker, Sale & Co. of Bluffton, Ind.
Morrison & Thompson of Kokomo, Ind.
E. H. Wolcott of Wolcott, Ind.
W. T. McCray of Kentland, Ind.
John B. Ross & Co. of Lafayette, Ind.
The Carroll Elevator Co. of Decatur, Ind.
Goodrich Bros. Hay & Grain Co. of Winchester, Ind.
E. A. Grubbs Grain Co. of Greenville, Ohio.
E. R. Ulrich & Sons, Springfield, Ill.
E. S. Greenleaf, Jacksonville, Ill.
McFadden & Co., Havana, Ill.
H. J. McDonald, Frankfort Station, Ill.
Turner, Hudnut & Co., Pekin, Ill.

THE OHIO PRESS

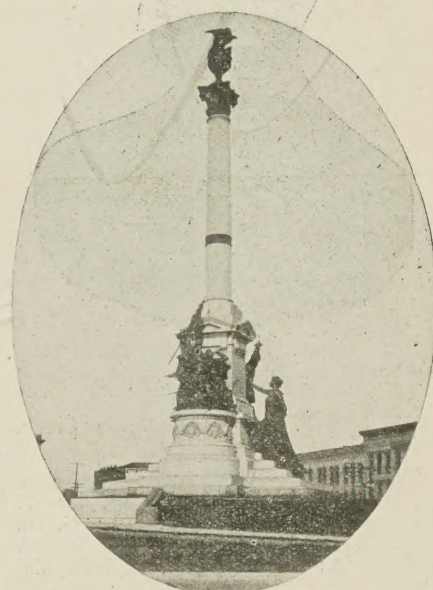
Simple, Swift, Safe and Strong.

Built in Three Sizes for Both
Horse and Steam Power.



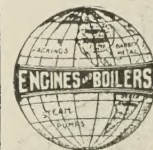
Has a Record of 2-120 Pound Bales
a Minute. Address

THE OHIO HAY PRESS CO.
Bellevue, O.



Soldiers' Monument, Peoria, Ill.

ELEVATOR SUPPLIES



OF ALL KINDS.

GASOLINE ENGINES,
STEAM ENGINES
AND BOILERS.

Boiler and Machine Shops.

**GLOBE MACHINERY &
SUPPLY CO.**

414 to 418
W. Court Ave.
DES MOINES, IA.

H. H. LANTZ & CO.

**Floater Grain Insurance
Saves Time and Money.**

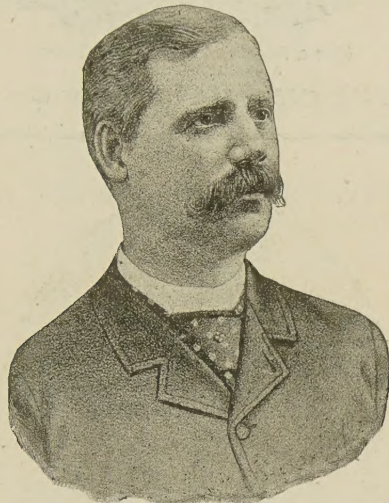
200 Fifth St.

Des Moines, Ia.

Committees Grain Dealers National Association 1901-02.

Executive Committee:—Chairman, B. A. Lockwood, Des Moines, Ia.; J. W. McCord, Columbus, O.; Geo. A. Stibbens, Chicago, Ill.; A. R. Sawers, Chicago, Ill.; J. P. Harrison, Sherman, Tex.

Arbitration Committee:—Chairman, H. H. Peters, Chicago, Ill.; J. A. King, Ne-



Jay A. King, Nevada, Ia.,
Author of the Paper, "State and National Arbitration."

vada, Ia.; T. W. Swift, Battle Creek, Mich.

Transportation Committee:—Chairman, C. M. Harrington, Minneapolis, Minn.; Thomas Costello, Maroa, Ill.; G. L. Graham, St. Louis, Mo.; Fred Mayer, Toledo, O.; E. L. Rogers, Philadelphia, Pa.



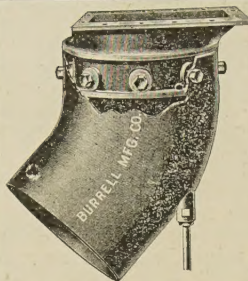
Geo. A. Wells, Des Moines, Ia.,
Secretary Iowa Association.

Trade Rules Committee:—Chairman, W. N. Eckhardt, Chicago, Ill.; J. L. Wright, St. Louis, Mo.; John C. Robb, Kingfisher, O. T.; W. W. Cargill, La Crosse, Wis.; C. England, Baltimore, Md.

Legislation Committee:—Chairman, P. E. Goodrich, Winchester, Ind.; L. Cortelyou, Muscotah, Kan.; F. D. Stevens, Purcell, I. T.; Geo. R. Nichols, Chicago, Ill.; W. C. Bayles, Mt. Pleasant, Ia.

Committee on New Members—Local Chairmen:—C. Knox, Toledo, O.; R. S. McCague, Pittsburg, Pa.; Walter Kirwan, Baltimore, Md.; Dan'l P. Byrne, St.

Louis, Mo.; C. C. Miles, Peoria, Ill.; C. B. Slade, Chicago, Ill.; M. W. Lee, Minneapolis, Minn.; F. F. Collins, Cincinnati, O.; S. C. Woolman, Philadelphia, Pa.; C. D. Jones, Memphis, Tenn.; N. B. Hieatt, Kansas City, Mo.; E. P. Bacon, Milwaukee, Wis.; S. W. Yantis, Buffalo, N. Y.; F. M. Murphy Indianapolis, Ind.; Franklin Edson, Jr., New York, N. Y.



Anti-Friction Ear Corn Turn Head

BURRELL MFG. CO., MFRS.
BRADLEY, ILL.
G. T. Burrell & Co., Chicago Agts.



COVER'S Dust Protectors.

Rubber Protectors, - - \$2.00
Metal " - - 1.50

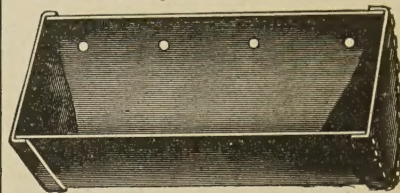
Sent POSTPAID on receipt of price; or on TRIAL to responsible parties. Have AUTOMATIC VALVES and fine sponges.

H. S. COVER

153 Paris St., South Bend, Ind.

ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.

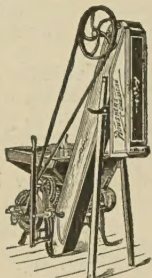


MADE BY

Cleveland Elevator Bucket Co.,
Cleveland, Ohio.

BOWSHER FEED MILLS

(Sold with or without Elevator)

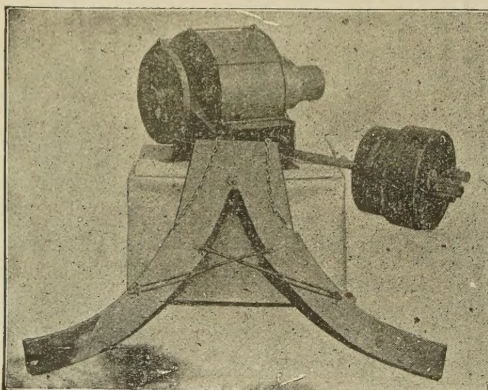


The Bowsher Mill is the best all around feed grinder in the market. Is the **LIGHTEST RUNNING**. Has Conical shaped grinders. Can run empty **without injury**. It is different from all others. Seven sizes, ranging from 2 to 25 h. p.

CRUSHES and **GRINDS** ear corn, (with or without shucks); grinds all kinds of small grain and Kaffir corn in the head.

High-priced grain incites feeders to economize. Ground feed is the economical feed. You ought to have a mill now. **Quit Thinking** about it. **COMMENCE** to investigate. Our catalog is sent for the asking.

THE N. P. BOWSHER CO.,
SOUTH BEND, IND.

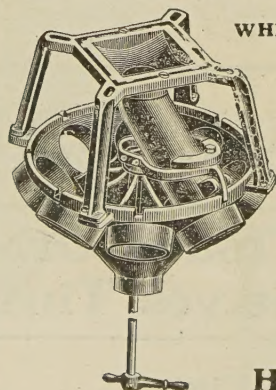


BOSS CAR LOADERS

LOAD MORE GRAIN, IN LESS TIME AND WITH LESS POWER, THAN ANY OTHER LOADER MADE

Loads both ends of car at once. Sold on a positive Guarantee.

MAROA MFG. CO.
MAROA, ILL.



WHEN BUILDING OR REPAIRING AN ELEVATOR

ECONOMY OF SPACE

IS AN IMPORTANT POINT TO CONSIDER

Why not increase your bin capacity, lessen cost of spouting, and diminish the size of your cupola by installing the

HALL AUTOMATIC OVERFLOW SIGNALLING GRAIN DISTRIBUTOR.

Illustrated booklet and circular obtained for a postal to

HALL DISTRIBUTOR CO.

222 First National Bank Bldg.

OMAHA, NEB.

B. S. C.
CHAIN GRAIN FEEDER.

For Particulars Address

B. S. CONSTANT CO.
BLOOMINGTON, ILL.

John Spry Lumber Co.

We will sell lumber to any one and in any quantity at strictly wholesale prices and give strictly wholesale grades.

Ashland Ave. and 22nd St.

CHICAGO, ILL.

**WE
BUILD
TO
PLEASE
AND
CAN
PLEASE
YOU**

YOUNGLOVE & BOGGESS CO.
ENGINEERS

Designers and Builders of

**Grain Elevators,
Flour Mills,
Stock Yards,
Etc.**

Rooms 9, 10, 11, 12 Elk Building

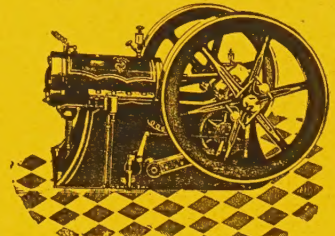
MASON CITY, IOWA

Write us for Estimates on your Work
and Plans.

**We Have Built
This Year:**

Illinois18
Indiana..... 1
Iowa27
Minnesota...10
South Dak...11
North Dak... 1
Wisconsin... 1
Nebraska.... 2
Flour Mills... 1
Repair Jobs.. 6

Power for Every Class of Work.

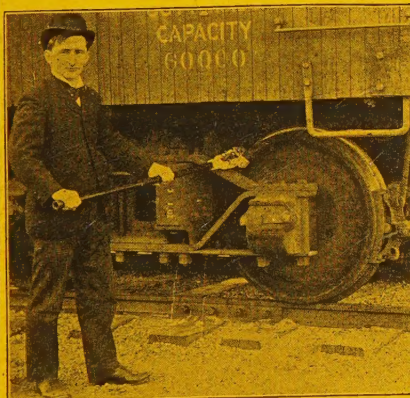


The Waterloo Gasoline Engine Co. Waterloo, Ia.
Branch Houses: David Bradley & Co.,
Council Bluffs, Iowa; Bradley, Clark &
Co., Minneapolis, Minn.



Which Way Are You Going?

"The Special Car Mover"
IS PUTTING IT MILD
"The Special Train Mover"
IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Sac City, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

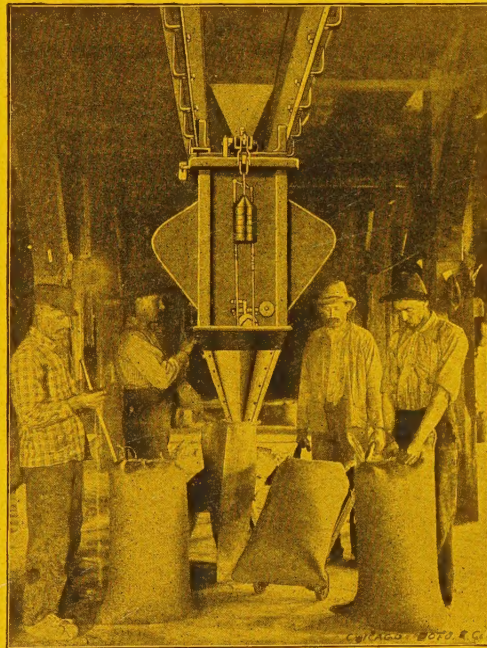
THE CONVEYOR CAR LOADER

Leads in its line. Carries grain from chutes that are low down and any distance from track. The new plan rope-drive connections furnished solves problem of loading from any number of chutes. Shipped on trial.

THE INCLINE ELEVATOR AND DUMP

and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

H. KURTZ & SON, Sac City, Iowa.



**A Perfect, Simple and
Reliable**

**Automatic
Grain
Scale**

Write us for catalog and
references

Union Scale & Mfg. Co.

84 Market St., Chicago

27 Jessie St., San Francisco



EASY TO HANDLE

**Willford's Light-running
Three-roller Mills**

Are not only easy to handle, but grind the most feed for power consumed of any feed grinder made. Send for circulars and prices.

**Willford Manufacturing
Co., 303 So. Third St., MINNEAPOLIS, MINN.**



Many A Dealer

at this Convention buys grain from the hardy son of toil who can yet graphically recall the whiz of an arrow that shot past him as he tilled his fields. But through the fearless will of the pioneer conquerors we dwell today in peace and affluence—in a veritable land of milk and honey—and grain dealing, in its various branches has ever been a prime factor of prosperity.

Are you interested in grain options?

**Do you buy or sell in our market
for future delivery?**

Do you hedge your grain?

If so, we can transact your business with the skill that comes with long experience and a thorough knowledge of every detail of the option business.

Send your orders to us—it is conducive to long life.

J. Rosenbaum Grain Co., Chicago, Ill.